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ESTABLISHED 1887

New Details of Saudi Funding Disclosed in McFarlane Letters

By Bob Woodward and Lou Cannon
Washington Post Service
WASHINGTON — Before his unsuccessful suicide attempt last month, Robert C. McFarlane, the former national security adviser, left letters to his lawyer and three members of Congress describing his failure to disclose that the Saudi Arabian ambassador had volunteered secret contributions of millions of dollars to the Nicaraguan contras, according to sources.

CIA Gives Contras Data For Raids in Nicaragua

By Joel Brinkley
New York Times Service
WASHINGTON — The Central Intelligence Agency is providing the Nicaraguan rebels with precise information on dams, bridges, electrical substations, port facilities and other targets that the rebels will try to destroy in guerrilla raids deep inside Nicaragua, according to U.S. government officials.

Many of the installations were built by the U.S. Army Corps of Engineers or other U.S. agencies in the 1960s and '70s, before the Sandinist revolution. The intelligence agency has found and turned over to the contras maps, blueprints or floor plans, and the exact locations of some of the sites, the officials said.

The contras, as the rebels are called, plan to destroy the targets in a spring offensive, the officials said.

By choosing precise military targets for the rebels, the CIA is not acting illegally under the law governing U.S. aid to the contras. But the move represents a significant increase in involvement in the rebels' military activities.

The disclosure comes as congressional support for the contras appears to be ebbing. On Wednesday, the Senate narrowly defeated an effort to cut off a \$40 million final installment of military aid this year to the Nicaraguan rebels. The vote was 52-48, a victory for the Reagan administration, but far short of an endorsement of the administration's policy.

The CIA's action indicates that, after months of debate, U.S. officials have settled on a narrow strategy for the contras in their latest offensive against the far more powerful Sandinist army.

The rebels will try to destroy undefended installations such as telephone-relay stations, electrical switching stations and bridges



Under Syrians' Gaze, Out of Step at a Beirut Checkpoint
A Beirut boy, attracted by Syrian troops at a checkpoint in Beirut, is pulled along by his Lebanese mother in an area that has long been a Hezbollah stronghold. Syrian troops maintain 24-hour-a-day patrols in the pro-Iranian Shiite Moslem quarter. Meanwhile, an explosion killed two persons and wounded five in a residential neighborhood of Christian East Beirut, police said.

High-Tech Security: How Program Failed

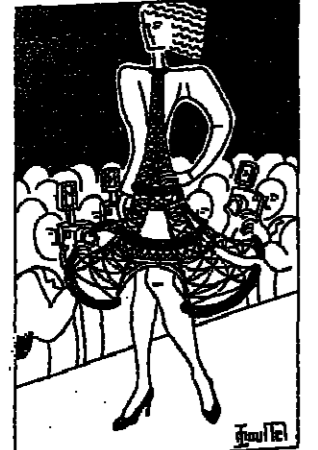
By David E. Sanger
New York Times Service
NEW YORK — The sudden cancellation of a five-month-old directive that tightened control over sensitive but unclassified information appears to mark a major setback to the Reagan administration's effort to make sure strategic technologies developed by scientists and engineers in the United States do not leave American shores.

Husak Pledges Reforms on Soviet Model

Compiled by Our Staff From Dispatches
PRAGUE — Gustav Husak, the Communist Party leader, has announced that Czechoslovakia, one of the most conservative Communist bloc countries, will adopt political and economic changes similar to those championed in the Soviet Union by Mikhail S. Gorbachev.

Kiosk Carrier Moves Closer to Gulf

WASHINGTON (AP) — The U.S. Navy has moved an aircraft carrier battle group into the northern Arabian Sea with striking distance of new Iranian missile batteries, officials disclosed Thursday.



Ruffles are in with a flourish and colors can be off the wall. A special report on French fashion, Pages 7-11. The fall and winter collections, in Weekend, Page 13.

GENERAL NEWS
Ronald Reagan, preparing for a visit to Ottawa, agreed to honor the full terms of the acid rain pact with Canada. Page 3.

BUSINESS/FINANCE
Britain's plan to sell the rest of its stake in British Petroleum Co. jolted the market and angered the opposition. Page 17.

Strikes, Slowdowns Spread in Yugoslavia

BEGRAD — Industrial unrest spread Thursday in Yugoslavia, with continuing strikes and increased attacks by Croatian union officials of a government-imposed wage freeze.



Moammar Gadhafi is trying hard to regain lost friends.

State Union Warns Warsaw Against Raising of Prices

By Jackson Diehl
Washington Post Service
WARSAW — Poland's official trade unions have sharply criticized planned price increases, signaling the beginning of potentially serious resistance to efforts by the government of General Wojciech Jaruzelski to stabilize the economy.

Libya Seeks to Stem Growing Isolation

By Jonathan C. Randal
Washington Post Service
CAIRO — Colonel Moammar Gadhafi, stung by a military defeat in Chad and diplomatic setbacks throughout the Arab world, is seeking to improve relations with former enemies in an effort to end Libya's growing isolation.

Broker Admits to Violations

U.S. Firm's Head Held Share Stake To Shield Boesky

LOS ANGELES — Boyd L. Jefferies, one of the most successful securities brokers in the United States, said Thursday that he would plead guilty to two criminal charges, including one related to trading stocks for Ivan F. Boesky, the arbitrator.

Wall Street's insider-trading scandal already has implicated high-profile stock arbitrageurs and takeover specialists at major U.S. investment banks.

Now, Mr. Jefferies' admission demonstrates that the U.S. government's aggressive investigation of the financial markets extends well beyond insider trading itself, to the detailed, cooperative activities of brokers who made such trading both possible and difficult to detect.

Mr. Jefferies, founder and chairman of Jefferies & Co., based in Los Angeles, said he also had resigned from the firm. Jefferies & Co. has risen to prominence in recent years by becoming a major broker in the "third market," where securities are traded away from the centralized trading floors of the New York and American stock exchanges. The firm in particular specialized in trading huge blocks of stock in single transactions.

However, in a letter to the firm's employees and shareholders, Mr. Jefferies emphasized that neither he nor his firm had ever engaged in insider trading, that is, trading stocks on corporate information not yet publicly available.

In November, the simmering investigation of Wall Street's questionable tactics erupted when Mr. Boesky settled charges that he engaged in insider trading by paying \$100 million in penalties and pleading guilty to one felony charge.

One of the felony charges against Mr. Jefferies resulted from a transaction in which he, on behalf of his firm, agreed to buy certain stocks from companies controlled by Mr. Boesky with the understanding that he would resell the stocks to Mr. Boesky at a later date.

The transaction, known as "parking" securities, enabled Mr. Boesky to falsify the true extent of his stock holdings. Mr. Jefferies' statement said. Under securities regulations, investors must notify stock market regulators at the Securities & Exchange Commission when their stake in a company rises above 5 percent.

Mr. Boesky, and other international arbitrageurs, would often build up strategic, short-term stakes in companies, hoping to profit by selling the shares in or before a takeover bid, or by pressuring the company's management to purchase the shares.

According to Mr. Jefferies, after he bought the stocks from Mr. Boesky, "The market value of one of the stocks fell sharply and, pursuant to their agreement, a Boesky entity paid Jefferies & Co. \$3 million to offset the loss."

In one of his pleas, Mr. Jefferies said, he would admit that he ordered his firm to buy Mr. Boesky for the \$3 million, but invoked as "investment advisory and corporate finance services."

Mr. Jefferies said he also would plead guilty to a charge involving a violation of margin regulations.

A margin is the partial sum investors place with stockbrokers against securities purchases, with brokers extending the remainder of the money on credit. This credit is limited by government regulations.

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Future Aid To Contras Threatened In Senate

By Helen Dewar Washington Post Service WASHINGTON — Several senators...

Despite the Iran-contra affair and Democratic recapture of the Senate...

The Senate's vote contrasted with a 230-196 vote by the House last week...

Democratic leaders acknowledged their inability to block release of the final \$40 million from a \$100 million aid package...

In addition, Senator Nancy Landon Kassebaum, Republican of Kansas...



Bob Dole, Democrat of Kansas, left, the Senate minority leader, talks with Senators Dole, Helms, and Graham...

Vietnam's Displeasure Stalls MIA Talks

By Keith R. Richburg Washington Post Service BANGKOK — Talks between Vietnam and the United States...

House Votes Exception To U.S. 55-mph Limit WASHINGTON — The House has cleared the way for widespread lifting of the national speed limit...

have rejected several dates proposed by the Americans. U.S. officials had earlier expressed guarded optimism...

But U.S. officials have also said that Hanoi's cooperation on the emotionally charged issue of missing Americans could create a "reservoir of goodwill" for the Vietnamese...

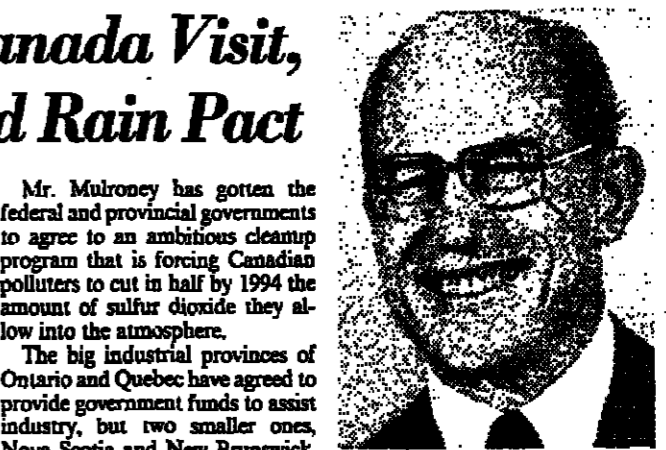
Reagan, Preparing for Canada Visit, Honors Full Terms of Acid Rain Pact

By Gerald M. Boyd WASHINGTON — President Ronald Reagan, trying to pave the way for a harmonious meeting next month with Prime Minister Brian Mulroney of Canada...

White House officials said the new spending was designed to reassure Canadian officials, before meetings with Mr. Mulroney in Ottawa on April 5 and 6...

The president's proposal would involve a major spending increase. White House officials said the new spending was designed to reassure Canadian officials...

Some 350 American fliers were lost in the air war over Laos and remain unaccounted for. More than 2,400 American servicemen are still missing in action or unaccounted for in Indochina...



Byron R. White

Justice White Considered For FBI Post

By David Hoffman Washington Post Service WASHINGTON — Administration officials have held "preliminary" discussions about asking Justice Byron R. White of the Supreme Court to serve as director of the Federal Bureau of Investigation...

Mr. White, 69, was appointed to the court in 1962 by President Kennedy. Justice White is not interested in leaving his post to become the head of the FBI...

Mr. White, 69, was appointed to the court in 1962 by President Kennedy. Justice White is not interested in leaving his post to become the head of the FBI...

CIA: Contra Operations

ready unhappy over U.S. news reports that the contra have been attacking health clinics, farm cooperatives and other targets not on the CIA's list...

Reports of human rights abuses by the rebels have undercut their support in Nicaragua and in the United States. A factor behind the new strategy was that attacks on dams and bridges would cause fewer civilian casualties...

As valuable as the coordinates and blueprints are to the rebels, more important is intelligence on which targets are important and which are not. As an example, contacts units are being told which telephone relay stations carry service to certain key towns...

INTERNATIONAL REAL ESTATE

Real estate listings for France (South of France Provence), Switzerland (Swiss-Montana Brand New Chalet), and U.S.A. (Are you sitting with U.S. Real Estate that would be a desired addition to our portfolio).

Real estate listings for U.S.A. (Own land in the great American West) and FORBES EUROPE (Sangre de Cristo Ranches Inc.).

INTERNATIONAL CLASSIFIED

Various classified advertisements including Real Estate (Paris Area, Champs Elysees), Employment (Executive Positions, Investment Manager), and Autos Tax Free (SECO, Transco).

OPINION

INTERNATIONAL Herald Tribune

Let the President Decide

In the guise of reform, Senator Joseph Biden of Delaware would put Congress in control of major arms sales. Reversing current procedure, he would require congressional approval rather than allowing disapproval of every transfer of advanced weapons to nations other than established friends and allies.

Where Torture Is Routine

Chile has a military dictator who, incredibly, may be planning to extend a rule that began in 1973 to nearly the year 2000. At the same time, President Augusto Pinochet is moving in his once democratic country to legalize a formal electoral and party structure that could yet take on life of its own.

\$580 for Every American

There are two ways to look at the U.S. trade deficit, the latest accounting of which the Commerce Department has just announced. One view is that it is a scandal, the evidence of gross mismanagement of the economy, an accumulation of foreign debt that will burden the country for decades to come.

Other Comment

Playing Into Moscow's Hands

[British Foreign Secretary] Sir Geoffrey Howe's speech in Brussels this week was an attempt to instill some new thinking into the whole question of European security in the wake of the Reykjavik summit.

A Torrent of Technicalities

For the moment, at least, the criminal investigation swirling around Lieutenant Colonel Oliver North can go forward. A federal judge dismissed a complicated North legal challenge as "premature."

INTERNATIONAL HERALD TRIBUNE

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Debt and the Blood-From-Stone Principle

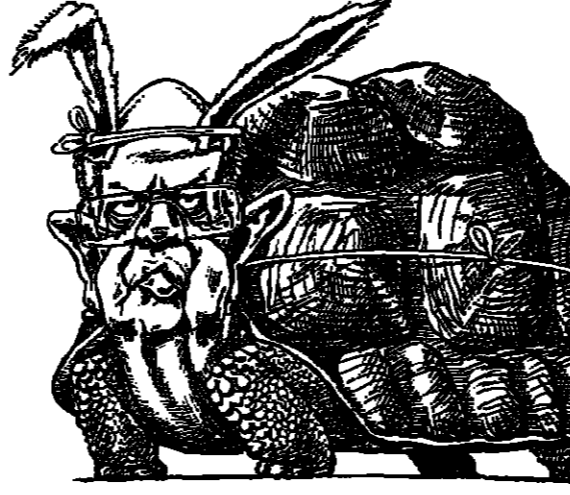
By Bernard Nossiter

NEW YORK — A venerable banking principle holds that stones rarely yield blood. This simple notion is sometimes overlooked by such as John Reed, chairman of Citicorp and leader of the spartan school now dealing with Third World debtors — nations on whom multibillion dollar loans were urged in the 1970s when recycling surplus oil dollars was a sacred and profitable calling.

To Many Afrikaners, Botha Is Not What He Seemed

By Herman W. Nickel

WASHINGTON — It was predictable that President Pieter W. Botha would try to make the best of the U.S. Congress's enactment of anti-apartheid sanctions by calling an election to rally white voters and reunite his constituency in a show of defiance and solidarity. Rebellion against outside interference has been a dominant theme through three centuries of Afrikaner history.



NATO: The People Are Right to Back the Status Quo

By William Pfaff

LONDON — West Europeans' anxiety about what many Europeans see could be a "new Munich" — with America's favorite star, Ronald Reagan, in the role of Neville Chamberlain — is causing exasperation in Washington. Yesterday, many Europeans were demonstrating against the introduction of U.S. mid-range nuclear missiles into Europe.

THERE'S A GUY OUT FRONT, WITH A SHOESHINE AND A SMILE, ... SAYS HE'S GOT A PRODUCT THAT'LL SAVE YOUR BACON...



ment. This deprives Rio de Janeiro of the computers and farm machinery it needs. A 20 percent limit is generally viewed as tolerable, and it is near this level that Brazil and other debtors will pay. Brazil already speaks of limiting payments to a fraction of its gross national product.

In Vietnam, The Talk Is Of Reform

By Ben Kiernan

WOLLONGONG, Australia — Vietnam may be setting out on the reformist path that China and the Soviet Union have been experimenting with. Its economy, devastated by warfare since 1940, has fared badly under a system of centralized planning, and its new leadership is remarkably candid about this.

IN OUR PAGES, 75 AND 50 YEARS AGO

1912: Headline Popourri WASHINGTON — The House of Representatives, by an overwhelming majority, has passed a bill levying a tax of 1 percent on all incomes of more than \$5,000 per annum.
1937: 425 Dead in Texas DALLAS, Texas — More than 400 bodies had been recovered by tonight [March 19] from the ruins of American's largest and richest rural school, built only two years ago amid the oilfields of New London, and destroyed by a blast [on March 18] minutes before the pupils were to have been dismissed for the day.

Advertisement for 'Business Round' featuring 'Hyp', 'Bayer', and 'Hambro' products.

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OPINION

Time to Pick a Commander For the 'War' Against Drugs

By A.M. Rosenthal

NEW YORK — Here is a question for Messrs. Dole, Bush, Hart, Bumpers, Kemp, Gephardt, Du Pont, Dukakis and all the others who are dreaming the big dream: Would you please name the person you would appoint as the first cabinet secretary for narcotics control? And while you are at it, kindly say how much money you will ask Congress for to fund the new department, what scope it will have, and what objectives you will set.

ON MY MIND

for the U.S. effort against drugs, at home and abroad, during each year of your first administration. Also, please discuss this, in specifics, during the primary campaigns, instead of saying you will study it and decide after the convention. Thank you. No president has seen fit to create a department to pull together all the federal agencies, all the federal local programs and all the federally funded local programs and to let Americans know what is going on at home and abroad in the fight against the drug disease. That is because our government and the nation have never really committed themselves to the "war" against illegal drugs. No war can be fought without a commander, a command staff, a strategy and the enlistment of the public. The new secretary must be someone of national stature, strong enough to take over or direct — not just "coordinate" — the anti-narcotics work now scattered among the departments of State, Treasury, Justice, Defense, Health, Education and who knows where else. But the real job will be to make the public feel that the fight against drugs is its responsibility, not something left to Washington or city hall. That means giving the citizens the information they need: the bad news as well as the comforting items about seizures of drug shipments that sound so impressive but

Another Drug War

THE AIDS epidemic is causing great pressure to rush new medication into use — even if proof is lacking that it will do any good or that it is free of dangerous side effects. However, dying people are less concerned about safety than the possibility of finding a miracle drug. They have little to lose. The Reagan administration proposes to take responsibility from the Food and Drug Administration for deciding who should receive experimental treatments, and put it in the hands of individual physicians. The change in rules, to become effective in 90 days, ought to be monitored closely. If it merely transfers patients into human guinea pigs, it should be promptly rescinded. —The Desert News (Salt Lake City).



The new baker's first day.

LETTERS TO THE EDITOR

Defending Israel Against an American Rabbi's Criticism

Regarding the two-part series "The Real Promised Land Is America" (March 10 and 11) by Rabbi Jacob Neusner:

It has become a fashion among many American intellectuals Jews to clear their conscience by throwing mud on Israel. I want to remind Rabbi Neusner that Martin Buber and Gershom Scholem chose to come to Palestine from Nazi Germany, instead of going to the United States as many prominent Jewish scholars and scientists did. They established excellent faculties at the Hebrew University in Jerusalem. When Israel was created, it numbered only 650,000 Jews. Now there are 3.5 million. Where did they come from? They were refugees from all over the world, splinters of the great Jewish intellect that was destroyed in the Holocaust. They included those who could not "vote with their feet," those who were not allowed to go to France (because they were not French citizens, like the Algerian Jews), and others to whom even the United States would not allow entry. Can one expect these remnants of the concentration camps and refugees from the Moslem countries to be the "light to the gentiles"?

I challenge Rabbi Neusner to come on sabbatical and contribute from his knowledge to our "primitive rabbis." But first he must admit a mistake: No rabbi told Israeli women to stay away from burial of the dead because they were unclean. This story was planted by a malicious reporter. And though it was denied by the rabbi who supposedly said it, Rabbi Neusner repeats it. A. ZLOTNICK, Basel, Switzerland.

Israel is not yet 40 years old, but Rabbi Neusner expects from it what has taken the great democratic states of today hundreds of years to achieve.

Harriet Jablonover, Croissy-sur-Seine, France.

The His of a Missile Accord

Regarding "Look for a Treaty Before Summer's End" (March 9): Charles Krauthammer has the United States back to squaring the circle with respect to the defense of Europe. In the early 1980s, the U.S. deployment of an intermediate-range missile force, or INF, in Europe was thought by many to ensure that a nuclear war would be limited to Europe. Now others say that their removal will "decouple" the United States from its European allies. Fortunately, neither is likely.

Mr. Krauthammer wrongly opposes unilateralists and Atlanticists, as if one must choose between a U.S. and a European defense. The goal of both — to maintain the truce between East and West that has prevailed for more than 40 years — is the same, even if the methods and timing differ.

If, as Mr. Krauthammer says, unilateralists are willing to sacrifice the Euro-missiles to protect the Strategic Defense Initiative, it is because for them the future credibility of U.S. security guarantees depends on it. It is precisely such a guarantee that the Atlanticist seeks by guarding the intermediate-range missiles in the here and now.

For Atlanticists and unilateralists alike, removal of the Euro-missiles should be acceptable, provided: 1. The reduction of that missile force is indeed accompanied by rapid progress not only in research, but in development and deployment of SDI (hence a reasonably early demise of the first Strategic Arms Limitation Treaty).

2. The Soviet short-range missiles are either negotiated away or INF reductions extended efforts to allow joint U.S.-European efforts to develop defenses against them.

3. Europe realizes it can best avoid a new "Munich," and ensure U.S. aid in any future conflict, by producing weapons (as the neutron bomb) and strategies (say, the forward deployment of French troops in West Germany) that clearly signal its will to defend itself. SCOTT SQUINIST, St. Denis, France.

GENERAL NEWS

Djibouti Leader Calls Attack an Attempt to Destabilize

Compiled by Our Staff From Dispatches DJIBOUTI — Officials said Thursday that the toll in a bombing of a crowded cafe in central Djibouti had risen to 11 dead and 40 injured, and the country's leader said the explosion was an attempt "to destabilize our society and institutions." The French Defense Ministry said that three members of the French military were among the dead and that 35 were among the injured. Two French civilians, three Djiboutians and three West Germans, all oceanographers on a port call, also were killed. In Paris, a spokesman for Prime Minister Jacques Chirac said that his government had no clues as to the motive behind the attack on the Historial cafe, which is frequented by French military personnel. France has 3,000 soldiers and sailors based in the former French colony.

No group has claimed responsibility for the attack. France has been preparing for terrorist attacks since a suspected Lebanese guerrilla leader, Georges Ibrahim Abdallah, received a life sentence last month for complicity in the murders of a U.S. military attaché and an Israeli diplomat in Paris. President Hassan Gouled, who has ruled the tiny East African Republic since it gained independence from France in 1977, said that whoever planted the bomb "aimed to destabilize our society and institutions" and the country's "peaceful climate." The bomb exploded on the closing day of a 27-nation conference of the Intergovernmental Authority Against Drought and for Development and just over a month before the April 24 presidential election. Djibouti is a major base for

France at the entrance to the Red Sea and for patrols in the Gulf. The United States, Britain and France maintain a naval presence in the area to ensure that shipping is not disrupted by the six-year Iran-Iraq war. Djiboutian authorities said the attack could have been carried out by supporters of Aden Robleh, a former minister of commerce, trade and tourism who went into clandestine opposition more than a year ago. The German victims, two men and a woman, were members of Kiel University's Institute for Marine Science and had been working on a West German marine research ship docked in Djibouti. They were Amette Bartels, Marco Carl Buchalla and Christian Günster Reinschmidt. (Reuters, AP, UPI)

EUROPEAN TOPICS

2 U.K. Courts Rule On Contract Babies

The Stafford Crown Court granted a British surrogate mother custody last week of twins she was paid to bear for a childless couple. It was the first case of its kind in Britain. During her pregnancy, the natural mother, who was identified only as Mrs. P, changed her mind about returning the children to their natural father. The court ruled that the 5-month-old twins should stay with the mother. A day earlier a childless couple who had paid a woman to have the husband's baby won the right in London High Court to adopt the 2-year-old baby. The child had lived with the couple since its birth and the natural mother did not contest custody. Lawyers said that the chief consideration in both rulings was the welfare of the child. Under a 1985 law, commercial agencies that contract for such pregnancies are illegal, but it is not unlawful for mothers to accept money if no third party is involved in the arrangement.

MUSICAL CONFECTIONS — Peter Lardong munches one of the chocolate phonograph records he makes in the kitchen of his West Berlin home. The records can be played several times before being eaten.

since dropped significantly. Labor union leaders have praised the law for giving foreigners the means to defend themselves against employers who exploit them. But they say many immigrants hesitate to register for fear that employers might prefer to hire Italians, if they have to pay social security charges for foreigners, too. Police estimate there are more than a million illegal aliens in Italy, mostly from central and north Africa and the Middle East. At least 100,000 of them live in Rome.

Around Europe

The French cabinet has approved a bill that would increase penalties for drunken driving to a maximum of two years in prison and a fine of 30,000 francs (\$5,000). The measure is to go before the National Assembly this year. The previous maximum penalty was a year in prison and a 1,500-franc fine. Officials say nearly 40 percent of all traffic accidents involving death or injury in France are related to drinking. Italy has decided to triple parking fines to deal with traffic congestion in its cities. Fines for parking in unauthorized areas have been raised from 12,000 lire to 36,000 lire, and municipal au-

Kinnock Modifies Stand On Expelling Missiles

By Karen DeYoung Washington Post Service LONDON — Neil Kinnock, the British opposition leader, plans to reassure President Ronald Reagan in Washington next week that a Labor Party government would not demand the unilateral removal of U.S. cruise missiles from Britain while arms reduction talks show promise, according to party officials. "We are anxious to show that we recognize that there is a possibility of the removals being negotiated," said an official. "There is nothing in our policy that cannot adapt to the negotiations." Last month, the Soviet leader, Mikhail S. Gorbachev, said he accepted NATO's proposed "zero option" to eliminate intermediate-range weapons from Europe: Soviet SS-20s and U.S. cruise and Pershing-2 missiles. He also dropped his insistence that any agreement be tied to restrictions in the U.S. Strategic Defense Initiative. Since 1983, 96 cruise missiles have been deployed in Britain, with a further 64 due next year. The new Labor position does not affect pledges to remove other U.S. nuclear weapons stationed in Britain, including those allocated to U.S. F-111 aircraft, nor the party commitment to do away with Britain's own submarine fleet equipped with Polaris missiles. But Labor clearly hopes that its support for the missile negotiations will dampen charges, made both in Britain and in the United States, that its unilateralism would amount to a "giveaway" that demanded no reciprocal moves by the Soviet Union, and would discourage Moscow from serious negotiations in anticipation of a possible Labor government.



Jimmy Carter placing a wreath Thursday on the tomb of Anwar Sadat and of Egypt's unknown soldier in Cairo.

Carter Criticizes Reagan

Washington Post Service CAIRO — Former President Jimmy Carter told a group of businessmen and diplomats here Thursday that President Ronald Reagan "is more inclined to start a contra army or start a war or inject the marines in Lebanon or use American battleships to shell villages around Beirut" than seek negotiated solutions in foreign policy disputes. "I am not here to criticize my own government," Mr. Carter said. But he denounced what he called "missing leadership" in Washington and the absence of "courage, tenacity and dedication" among Middle East leaders who led the peace process founder during the Reagan era. Mr. Carter, on a four-day private visit to Egypt, was asked to criticize his own efforts in the region. He said he erred by not informing King Hussein of Jordan more closely during his 1978 Camp David negotiations with President Anwar Sadat of Egypt and Prime Minister Menachem Begin of Israel.

Dutch Coalition Slips Slightly In Regional Vote

THE HAGUE — All three major Dutch political parties have found weaker support in provincial elections widely seen as a test of the popularity of Prime Minister Ruud Lubbers' center-right coalition. Mr. Lubbers' Christian Democrats and Liberal coalition partners were the main losers in the elections Wednesday for 12 provincial assemblies. Both lost nearly 2 percentage points compared with the figures in the May general election. Support for the main opposition Labor Party was marginally lower on a national scale, although the party gained 12 percentage points in the voting for regional councils. The Democrats and other small leftist parties made slight gains. Labor's gains were enough to lead them to expect nine more seats at the expense of the smaller parties on the right and the left but not sufficient to overturn the government majority in the upper house, as had been widely predicted.

OECD Plans Chemical Talks

PARIS — Industrialized nations of the 24-member Organization for Economic Cooperation and Development are to confer soon on measures to prevent accidents at chemical installations, an agency spokesman said Wednesday.

10 YEARS

425 Dead in Tai

NYSE Most Actives table with columns: Vol., High, Low, Last, Chg.

Market Sales table with columns: NYSE 4 p.m. volume, NYSE adv. volume, etc.

NYSE Index table with columns: High, Low, Close, Chg.

Thursdays NYSE Closing logo with 'Via The Associated Press' text.

AMEX Diary table with columns: Class, Prev., Close, Chg.

NASDAQ Index table with columns: Class, Prev., Close, Chg.

AMEX Most Actives table with columns: Vol., High, Low, Last, Chg.

Dow Jones Bond Averages table with columns: Bond, Close, Chg.

NYSE Diary table with columns: Class, Prev., Close, Chg.

Odd-Lot Trading in N.Y. table with columns: Buy, Sell, Shares, Price.

Dow Jones Averages table with columns: Class, High, Low, Close, Chg.

Standard & Poor's Index table with columns: Class, High, Low, Close, Chg.

NASDAQ Diary table with columns: Class, Prev., Close, Chg.

AMEX Stock Index table with columns: High, Low, Close, Chg.

NYSE Extends Record Gains

NEW YORK — Prices on the New York Stock Exchange set record highs Thursday for the third consecutive day, defying jitters about Friday's "witching hour."

tors would be able to buy stocks at cheaper levels Monday. They thought the unwinding of trading strategies linked to March futures contracts, and to the expiring options on those contracts and on individual stocks, would send stock prices lower.

Trading volume shrank, however. Even though much of Wall Street thinks buyers will win the day Friday, some investors are choosing to remain on the sidelines for the "witching hour" when stock index futures come due and options on the futures and on individual stocks simultaneously expire.

Volume totaled 166.12 million shares, down from 198.14 million Wednesday. Investors seemed to focus on taking advantage of "witching-hour" jitters to scoop up those blue chips," said Eugene Peroni Jr., chief technical analyst at Janney Montgomery Scott in Philadelphia.

Mr. Peroni said Wall Street sentiment had done an about-face on the likely impact of Friday's witching hour.

A week ago, many analysts predicted investors would be able to buy stocks at cheaper levels Monday. They thought the unwinding of trading strategies linked to March futures contracts, and to the expiring options on those contracts and on individual stocks, would send stock prices lower.

But much of Wall Street took a different view Thursday. Ron Beckly, a trader with Doggett & Jenrette, said predictions that sellers would dominate buyers as the week ended had shifted. Those who expected widespread selling now say it will be matched or even outweighed by buying, Mr. Beckly said.

"It's going to be a very positive day," predicted Mr. Peroni. "The market seems to be on an upward ground into the much-feared triple-witching period."

Mr. Peroni said money managers are more likely to increase positions in issues they want to own at quarter-end than to dump stocks wholesale.

"Most institutions took a hands-off attitude Thursday and are waiting with amused interest for the expiration," Mr. Beckly added. He said the market did "surprisingly well" in the face of forecasts that it would slip back after two days of record highs.

Colonial Municipal Income Trust was the most active NYSE-listed issue, up 1/4 to 10 on its second day of trading.

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Vertical advertisement on the right side of the page, including 'Japanese Research', 'Current', and 'Interest' sections.

Handwritten text at the bottom center: 'مكاتبنا في لندن' (Our office in London).

FASHION/FRANCE/1987

The First Ruffles of Spring

Boutiques Bloom With Bustles, Bows

By Aline Mosby

PARIS — They're here. The bustles, bubbles, ballerina skirts and chorus-girl ruffles that revolutionized the spring ready-to-wear shows for wholesalers in October have invaded the retail shops.

The invasion is cautious in some boutiques, such as Yves Saint Laurent's, and it scored a downright victory in others, including Chanel. But it was shut out in sophisticated, classic houses such as Guy Laroche.

The zany ruffles and bubbles have been copied by small manufacturers, and the shops are full of them.

Even the classic trenchcoat has succumbed. Azzedine Alaïa's boutique is selling a mini black coat with a ballerina skirt edged in white — not what Burberry had in mind.

Claude Montana's bloomers have bloomed successfully in leather, cotton and linen in his three Paris shops. Emanuel Ungaro's boutique is full of ruffled and bowed taffeta poufs, but the mini-bloomers from his October collection were not allowed in the front door.

"We ordered three made as a special order for one client, but that's all," a saleswoman said firmly.

Among quieter trends, suits are sporting a short bellhop jacket or a longer fitted jacket that hugs the waist and flares into a peplum.

Shoppers also will find asymmetric hemlines, accordion pleats, strapless tops, clingy knits and naive, full-skirted dresses reminiscent of a 1950s party. And Chanel has sold more than 400 copies of a navy T-shirt with "Chanel 5" in white letters, while Christian Dior has a draped green knitted dress with the name of the house in red.

Black and white play a dominant role with competition from bright red, flaming prints and some pastels. The panther prints of winter have survived, along with the perennial polka dots and stripes.

Paris is swathed in linen, wrinkles and all. And good old American denim — black or white preferred — has made it to the chic shops. Shoulders are still important, though not to the extreme of a few seasons ago. Miniskirts abound, but there are plenty of long outfits, some of them with a retro look. Trousers are scarce in some quarters but standing pat at other boutiques in the form of clingy tights or the new, wider look.

Here is a sampling of what is available in Paris shopping areas.

RUE DU FAUBOURG ST. HONORÉ

Yves Saint Laurent's best seller is a little black jacket with 10 buttons sewn into a V-shape — a fitting topper for a black-and-white checked fitted dress with a small collar.

Also making an impression is a black piqué suit with wide lapels, along with Saint Laurent's tasteful contributions to the ruffle madness, including a draped black minidress with gigantic orange bow and ruffle-skirted black-and-white dress printed with bows.

"But we did not order his long gown with the huge bow in back," said one boutique spokes-

Continued on page 10



In the lineup for spring at Paris boutiques, clockwise: Lanvin's black linen peplum suits, Claude Montana's black leather bloomers with chocolate linen topper, Emanuel Ungaro's version of the pouf in taffeta, Angelo Tarlazzi's big-bowed evening gown.

Ready-to-Wear

Will Street Cool Give Way to Pouf Of Couture Chic?

By Hebe Dorsey

PARIS — The question at the Paris ready-to-wear this season is whether couture, once again directional thanks to Christian Lacroix, can influence the ready-to-wear collections. For the last decade or so, the vibrant ready-to-wear designers have dominated the scene with street cool, so it will be fascinating to see what they have to offer against this sudden surge of couture chic.

One has the feeling that it will be a tug-of-war, with a great deal of pulling from both directions. The Paris ready-to-wear designers have considerable "oomph" and personality, and the creativity in this city has never been higher. But the success of Lacroix's designs — his pouf dress has been copied right and left and is making a killing in the United States — demonstrates that he has changed the course of fashion.

The trend will not be easily reversible. Although Lacroix claims he is through with poufs and bustles, the world seems to be just catching up with them.

This season will introduce several important changes within the commercial structure of top designers' companies that are bound to make a noticeable difference in designs as well. The fact that Claude Montana left the Girombelli group and is now backed by the powerful manufacturer GFT (Gruppo Finanziario Tessile) should have beneficial results.

It is hoped that GFT, which also produces the remarkably successful lines of Ungaro and Valentino, will be able to put Montana firmly on the map.

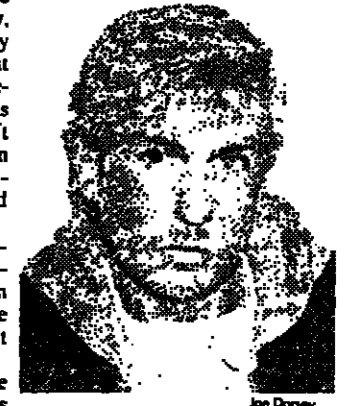
It was hard to assess why Montana and Girombelli parted company. Montana claimed Girombelli did not give him adequate support. He mentioned late deliveries and quality problems. It was a tough five years for the brilliant Montana, whose name did not get established as strongly and widely as it should have been.

Girombelli claimed Montana was late with his sketches, which accounted for late deliveries. Be that as it may, Montana, who is now on fashion probation, is in a group famous for its impeccable performance, and he should be able to function efficiently.

Another interesting change is Karl Lagerfeld's switch from Bidermann Industries to the Revillon group. Although Lagerfeld says it will not make much difference, one can expect a great deal of change and hope for a distinct improvement. This collection should be another bright light in the Paris fashion sky and place Lagerfeld way up in the deluxe market again.

Thierry Mugler, who bought back his company last season, has already shown immense improvement. One of the most talented designers in Paris, both modern and lyrical, he has been unable so far to establish himself as a foolproof, reliable source. Maybe this season will make him one of the steady powers of Paris ready-to-wear. Things are looking up. He is opening a second boutique on Avenue Montaigne; his first one is at Place des Victoires.

Once the "enfant terrible" of Paris fashion, the maverick Jean-Paul Gaultier, who just opened a boutique at Bergdorf-Goodman in New York, is gradually joining the establishment. Let's hope it will not stop him from producing kitschy firecrackers, or dim his provocative sense of humor.



Claude Montana

Continued on page 11

A Call to Clotheshorses of a Different Color

By Marian McEvoy

PARIS — Fashion doesn't make a lot of sense to a lot of people, but now it seems to be bamboozling even the professionals. Consider the poor fashion editors. They're really in a pickle this year. It's not that there is any lack of new clothes, nor of the quotable characters who design them, it's just that the nice, traditional fashion trend is going out of fashion. Those absolute must silhouettes, lengths and cuts that set apart the chic from the hopeless are as hard to find as a non-smoker in Naples.

In short, your guess is as good as mine whether you should wear a miniskirt, a mid-calf-length dress, a pair of smoking pants, a Chanel suit or a turt to your next dinner party.

Designers aren't much help. One of them insists on frothy ballet skirts under Harley-Davidson blouses. Another is mad for elasticized corsets under jackets made of girdle material. Someone else is getting famous for empire-waisted, calf-grazing, vaguely knitty dresses, and then there's the fellow who drapes a woman's middle section in the manner of a window in a grand English drawing room.

Foocyl to those who say women are being "dictated to" by delirious designers. The choices are staggering these days. There are short skirts, long skirts, puffed skirts, straight skirts, circle skirts, wrap-around skirts, tight skirts, petal skirts, bustled skirts, miniskirts, pants skirts, skirt pants, pleated pants, cigarette pants, capri pants, sailor

pants, elephant-leg pants, pajama pants, and so forth and so on until you reckon it is a lot easier to buy a dictionary than to buy a wardrobe.

Well, almost. If there seems to be a general lack of guidelines in the fashionable silhouette and length department, there might be another element of *la mode* that could take over: color. Color could be the clincher for those

Color could be the clincher for those with a competitive approach to dressing.

women who approach dressing like a competitive sport. And now that color therapy and color analysts are making inroads into the brains and billfolds of the American public, it only follows that fashion should be effected. It is not preposterous to suppose that wearing exactly the right shade of navy blue could distinguish the truly well dressed from the charlatans in the near future.

It's pretty hard to say exactly why certain colors catch

on, but it's a snap to figure out why they don't. Many people — even respected fashion buyers and promoters — claim fashionable colors are actually determined up to five years in advance by unnamed sects of color analysts who work for companies as diverse as lacemakers to producers of lipsticks, socks and sporting goods.

These "color prophets" have mysterious contacts with the people who sell dyes to the fiber folks, who in turn sell the goods to the fabric printers and finishers, who then unload all over to the brokers, who furnish the multibillion-dollar ready-to-wear producers, who see to it that some of it gets to the highly publicized, more creative designers, who eventually influence what most everybody on the streets is wearing.

This is pretty absurd. Nothing could make it through a process like that except maybe an extremely volatile piece of hot gossip. Something as quirky as color needs to be conceived, nurtured and promoted in a more delicate, shall we say artistic, manner.

Beyond the time-honored white for summer, navy for spring, forest tones for fall and anything-but-keeps-the-spirits-up-for-winter, the colors that catch on usually do so through clever accident. Most of those clever accidents are accomplished by the cleverest designers.

Some color trends can be directly traced to sociopolitical movements, which can be even more powerful than designer whims. The late 1960s and early '70s were colored

Continued on page 10



Shoe Sculpture, Hardly Cobbling

Didier Legrand shapes cork, leather and more exotic materials into one-of-a-kind footwear and is venturing into more conventional ready-to-wear models.

Madame Grès, Dean of Couture

Now in her 80s, a shy woman who lives for her work, the designer who calls herself Alix Grès remains an enigma in a turban, the defender of old-fashioned couture as art.

Mirror, Mirror, Short or Tall

The Japanese, recalling Lewis Carroll's looking glass, call it the "House of Alice." It can give shoppers of all sizes the illusion of trying on an entire wardrobe in a matter of minutes.

A Legrand creation: Fish for the foot.

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Accessories

Stepping Into Art World With Didier Legrand Shoes

By Jean Rafferty

PARIS — If you put yourself in Didier Legrand's shoes, you could be stepping out with a desert island on your foot. Not as unmanageable as it sounds, Legrand's desert island shoe sports a palm tree extending from the toe up the front surrounded by sea and sand, a collage of different colored leathers that is more a surrealistic shoe sculpture than everyday footwear.

Inspired by Fernand Léger and cubism, surrealism and French comic strips, Legrand, an inventive 34-year-old shoe designer, has created a fantasy world of footwear in unusual shapes.

There are animal shapes, such as a slingback pump in the form of an open-mouthed fish (toes peep out of the mouth). There are slinky serpents, exotically plumed birds and what Legrand calls "a simple classic and very sturdy men's shoe" shaped like a rhinoceros with tusks decorating the toe.

Another design is shaped like a flashy red sports car with headlights and taillights and a door that snaps open and shut.

Legrand tried painting, and composed music for a rock band in which he sang and played, before he decided on designing shoes as a mode of artistic expression. And though his approach is that of an artist, his shoes bear the mark of a dedicated craftsman.

"I started by chance one day when I took a shoe apart to see how it was put together," he said. He found a cobbler who could teach him the craft — no easy matter these days — and worked for two years repairing and making shoes before he set up his own atelier.

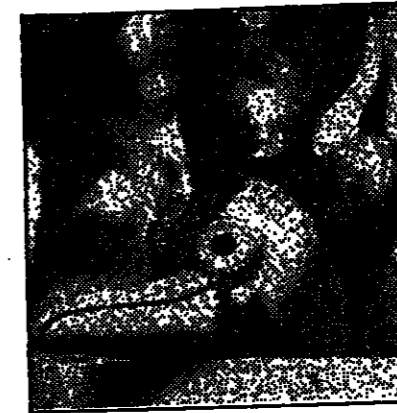
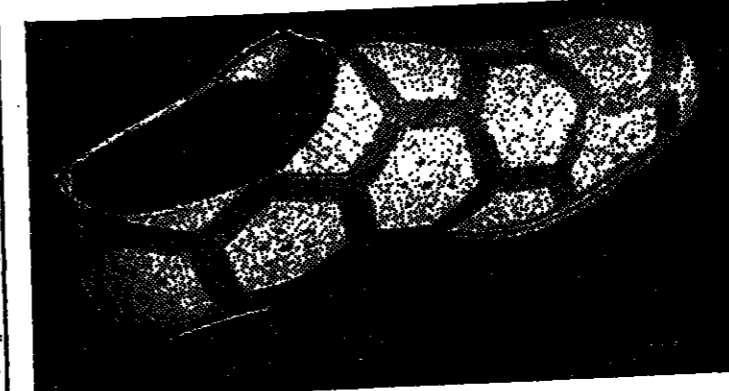
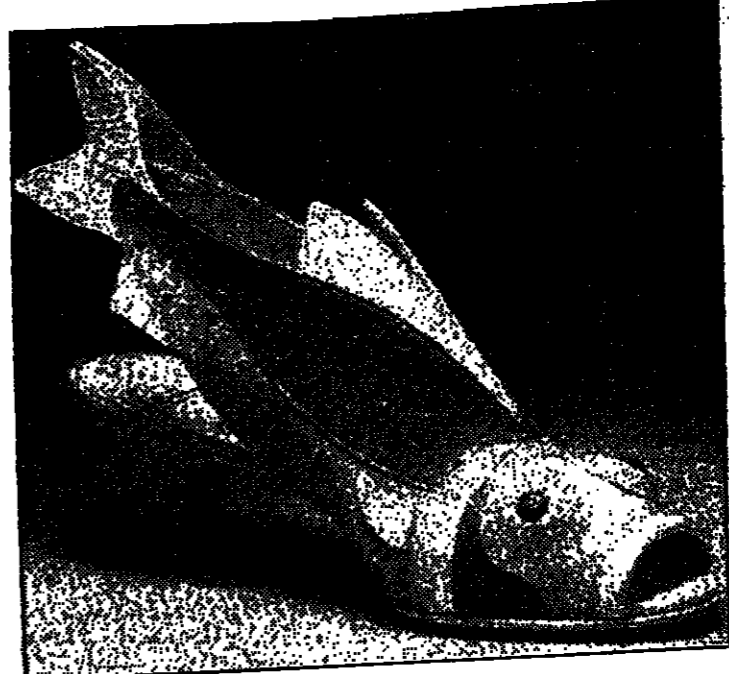
"It is not enough knowing how to draw," he said. "Making prototypes leads one to invent new techniques that are one's own. It is innovation linked to experimentation while facing up to the problems of fabrication."

When he designs a model, Legrand painstakingly follows it from conception to finished product. Working in his Marais atelier behind the Boutique Sacramentale on the Rue du Roi-de-Sicile, he makes a pattern from his drawing, cuts and sews the leather, then mounts it on a form. In the finishing process, he sculpts the heel and makes the sole. When working on a complex shape, such as the face of his Masque shoe, he sculpts the relief shapes that fit under the leather pattern from cork. Other shoes call for fabric inserts under cutouts in the leather.

Legrand's poetic vision of footwear has won him artistic acclaim and a clientele in show business and advertising. His car shoe has been featured in art exhibitions all over France, and one of the enchanting fish shoes recently sold for 2,000 francs (about \$320) at auction.

In addition to his custom-made shoes priced at about 5,000 francs a pair, Legrand has begun to move into the ready-to-wear market.

"My goal is to bring art to everyday shoes, sold at reasonable prices," he said. His first



From left, clockwise: Didier Legrand and his Masque, the fish slingback, a unisex clunker and an exotic bird.

collection last fall was priced at about 400 francs a pair and focused on what he calls *garçonnes*, unisex shoes in men's and women's sizes.

His collections for summer and fall, introduced last week at Midec, the French shoe exposition, develop further variations on one of his favorite themes: contrasting materials coordinated in shades of the same color. For summer, there is a suede and leather sandal in sunny ochre tones, for example, or a glitzy combination of silver leather and braided silver raffia.

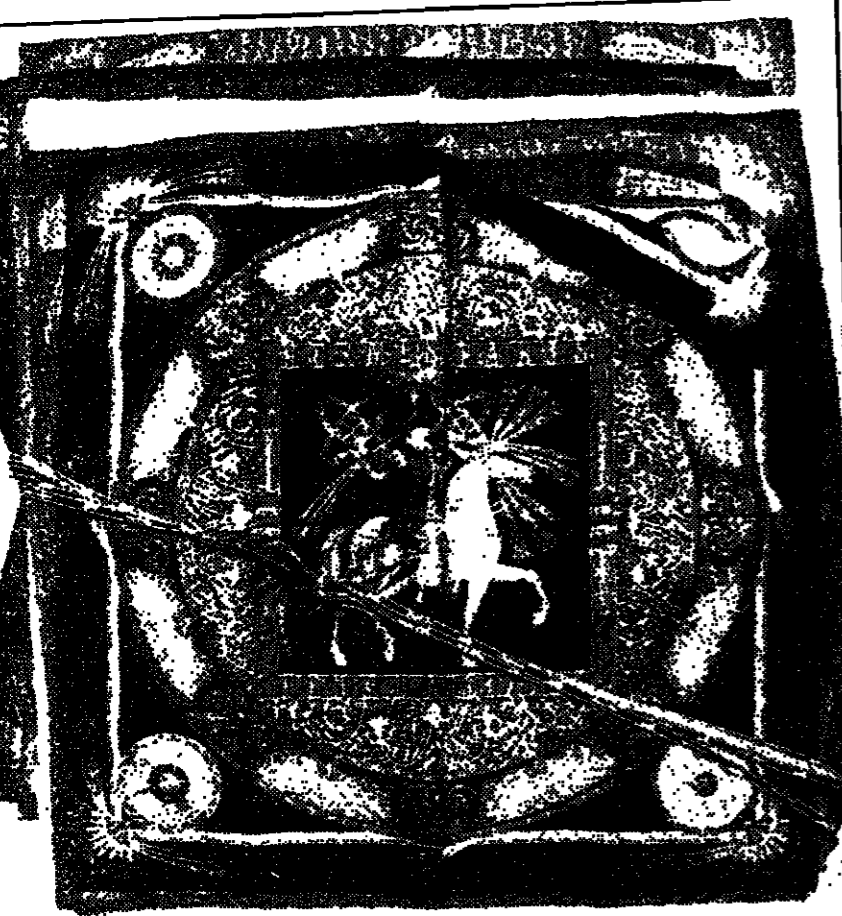
His ready-to-wear shoes so far have been flat, with an eye toward comfort, but his styles next winter will feature more sophisticated models with higher heels, inspired by the Belle Époque.

Sometimes Legrand steps back into the total fantasy of his inspirations. With the photographer Xavier Lambours, he created a comic picture novel around a personage who is defined by long pointed shoes, the tips of which extend extravagantly halfway up the leg in the manner of the *poulaines* of the Middle Ages. Legrand exemplifies a new creativity in

French shoe design, reviving an art that was once a French forte. "A century ago France had the greatest tradition, but it was lost and the designers disappeared," he said.

One exception was Roger Vivier, whose sumptuous shoes were 1960s collectibles for such legendary personalities as Jacqueline Kennedy Onassis. A retrospective of Vivier's work is planned by the Musée de la Mode et du Costume at the Palais Galliera later this year.

JEAN RAFFERTY is a Paris-based journalist who specializes in design and lifestyle.



The anniversary edition.

Amid Fanfare and Fireworks, The Hermès Scarf Turns 50

Few designs in the fashion world have caused such a flutter as the signature silk scarf first printed by Hermès in 1937. Now, 50 years and 820 patterns later, the squares rank as classics, along with the Chanel suit and the Louis Vuitton handbag.

Between 1964 and 1984, five million Hermès scarves were sold — a yearly average of 250,000. Last year, sales were double the average. During the Christmas season, Hermès estimates that it sells one of the 35-inch Chinese silk twill squares every 20 seconds in its store on the Rue du Faubourg St. Honoré.

To commemorate Hermès's 150th anniversary, Michel Duchêne's design, shown above, lies in with the company's "L'Année Feu d'Artifice" theme. Showing a horseman surrounded by a fireworks display, it was inspired by a document in the Hôtel Carnavalet, which houses the city history museum of Paris.

In January the company staged a birthday extravaganza with a 30-minute fireworks display between the Pont des Arts and the Pont Neuf from a floating pavilion draped with 1,000 specially printed Hermès

scarves. The celebration was patterned after one held in the same spot in 1739 by Louis XV in honor of his daughter's marriage.

Established by Thierry Hermès as a wholesale harnessmaker to Champs-Élysées coach builders, the business was expanded by his son to retail sales and saddlery. Eventually the family-run enterprise — now, in its fifth generation, headed by Jean-Louis Dumas-Hermès — became known for fashionable leather goods, perfumes, jewelry and accessories in 49 stores and 189 boutiques worldwide.

The production of a new scarf collection can take from nine months to a year between the conception and approval of design, and a further 18 months for the mechanical process before the goods are delivered. At any given time, the Paris store offers 30 to 40 designs in a choice of 8 colors from 2 collections a year.

The 1987 souvenir edition scarf is available in a choice of six background colors — black, red, blue, yellow, green and light beige — until Dec. 31 at 760 francs (about \$120) each.

International Herald Tribune

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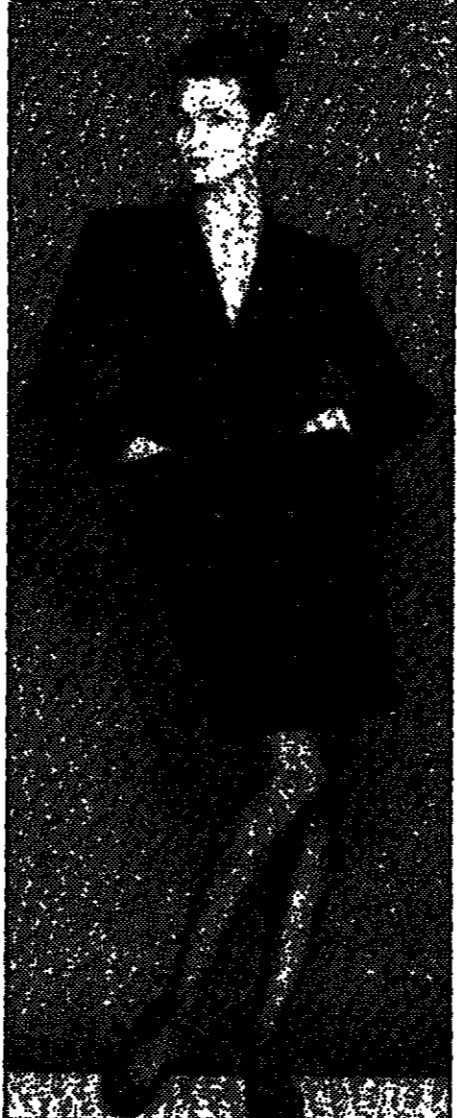
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Above, Yves Saint Laurent's little black jacket; right, an ample skirt from Louis Feraud; far right, Kenzo coat-dress.



Enigmatic Madame Grès
Staunchly Defends Couture

PARIS — Fashion reporters crowded into the January show of Alix Grès after gossip drifted around that it could be the final collection of the dema of Paris haute couture designers. The future of Madame Grès, the last of the century's pioneer creators of hand-made high fashion, and her salon is uncertain. Bernard Tapie, the French entrepreneur, bought the couture house in 1984 and planned to profit from less expensive Grès ready-to-wear, which was to be designed by the Jacques Esterel fashion house. But Madame Grès refused to supervise the Esterel designs, and the effort ended. Now, Tapie is negotiating to buy the profitable Grès perfumes and accessories business from Bescheron. Tapie denies reports that he plans to fire most of Madame Grès' workers. Current negotiations between Esterel and Tapie on the control of the house remain unresolved. Madame Grès, whose designs have been a legend for more than a half century, reportedly is well into her 80s. Her age is an educated guess. She is known as the mysterious woman of fashion, an enigma wrapped in her ever-present turban.



Madame Grès and her daughter.

The First Ruffles of Springtime

Continued from page 7

woman. "How could I explain to clients who would come back the next day with a wrinkled, crushed bow?" "Women are buying everything very short," she added. "You don't necessarily need great legs; black stockings can arrange things." The Rety shop was showing less subdued taffeta poufs and ruffles and black jeans suits that fit like paper on the wall. Standouts at Guy Laroche include a red-and-white pin-striped short jacket and skirt plus a blouse with reverse stripes, and the coat of the year — a narrow cut with a high collarless neckline in a dozen colors, over matching skirts. A black-and-white organdy jacket with huge sleeves is also getting attention. Possibly the smartest black linen peplum suit in town is at Lanvin; it features haute-couture styling and handsome silver tear-drop buttons. Karl Lagerfeld's best-selling suit, with a long puffy-sleeved jacket ending where the narrow skirt flaps out, reflects the style upheaval. At Louis Feraud, the captivating haute-

couture prints using images of musical instruments have been reproduced for ready-to-wear silk jackets and skirts.

PLACE DES VICTOIRES:

Kenzo's chic linen jackets in a variety of colors plus chocolate and vanilla are among the most wearable designs. Other winners are the knitted cotton mix-and-match cross-over tops, T-shirts, wrap skirts and pants. At the Agnes B boutique, the young crowd is buying cotton blazers and short skirts, and black-and-white silk trousers with loose, high-necked tops — all good vacation items. The Jean-Gaultier boutique, within walking distance of the Place des Victoires, displays the creations that helped forge the revolution, along with those of Azzedine Alaïa and Christian Lacroix. Daytime coats too stiff petticoats. An intriguing black taffeta bubble miniskirt is sewn onto a long cotton tank top. At the Thierry Mugler boutique, the shapes that influenced many spring-summer collections are evident — asymmetric white linen sleeveless tops over a narrow skirt, '50s-style full-skirted cottons and sculpted peplum suits. On a special hook in the boutique hangs

Mugler's witty wedding dress, the hit of his October collection. The ballerina skirt ripples above the knee over stiff petticoats with a bodice cut as low as the law allows. But the gown is no joke. "We've already sold one — really — for a wedding," the saleswoman said.

LEFT BANK:

A spokesman for the Biba Boutique insisted, "We will show bubble skirts only for the winter holidays, and fewer short skirts — the new skirt is long and full." Whereupon a salesman whipped out Thierry Mugler's '50s-style skirt tied in front. Tiffany's specializes in Thierry Mugler-type clothes at half the price, including suits with asymmetric jackets, snug waists, peplums and buttons down the side. A pretty green linen outfit has a close-fitting curved jacket, long narrow skirt and cinched waist. The Ça Plait boutique has sewed up its version of the revolution: a black-and-white peplum jacket with white collar and a saucy bow in back, and a strapless, ruffled tulle dress. At Claude Montana, full, black leather, linen or cotton bloomers are teamed with blousy chocolate linen tops that bare the midriff. Also perfect for resorts are cotton

or linen bubble dresses and a black organdy bubble skirt paired with a leather top from which Moroccan coins dangle.

AVENUE MONTAIGNE:

There's a whole row of black taffeta minis with huge pink bows, and pastel poufs with black ruffled hems, near the front door at Emanuel Ungaro. But how do you sit down? "When you stand up, you just pull out the dress a bit in the back," a saleswoman said. The Ungaro boutique is vivid with circus colors on jersey sleeveless dresses with bows in back. Another attention-getter is a long black-and-white glen plaid jacket with pleated shoulders worn over a matching skirt or a print dress. Chanel customers are lining up to try on a fascinating black dress with a white top, gold buttons and two crisp white pleated pockets hanging loose at the waist. Panther prints at Jean-Louis Scherrer include bikinis as well as dresses. His suit with a short pointed jacket is a Scherrer classic, but hanging next to it are draped white taffeta Alaïa dresses, all ruffles and bows.

ALINE MOSBY is a former United Press International foreign correspondent.

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But the designer made no mystery about her future plans in a rare interview in her salon, which is lined with marble tables and white sofas for her private clients. "I probably will not retire," she said. "How could it? It's not logical — the workroom needs my advice."

How about taking time to travel? Write memoirs? "I do not have time," she insisted. Friends predict she will work "to the very end." Her life is couture and nothing else, they say. And so, the Madame Grès legend continues in her four ateliers on three floors on the Rue de la Paix, thanks to what she calls the "financial support" of Tapie.

MADAME GRÈS is a tiny woman whose turban neatly sets off her large forehead, high cheekbones and bright, quick eyes. She does not appear without a turban, usually just a square of fabric wrapped around her head. The goal is not to hide her hair, which a friend says is abundant, healthy and long. Her explanation is that she began wearing turbans during the war when it was difficult to find hairdressers.

She is so shy that when she was named the first winner of the Golden Thimble award, given each season for the best haute couture collection, she declined to go to a reception to receive it. When she finally was induced to appear, she was so flustered she lost her keys. Edmonde Charles-Roux, an author and one of France's best-known fashion experts, describes her as "a bit trembling, but let my great beast who might dare block her path beware, he would be flattened, pulverized, changed into a rug." Madame Grès' fashion shows are fascinating lessons in the art of dressmaking, and also in patience. Her well-mannered styles are presented in mirrored 19th-century reception rooms. Between numbers, the designer fusses over

each model behind a white screen, while the audience, perched on the traditional little gold chairs long ago abandoned by other houses, waits patiently. Or does. Or chats.

The end of the parade electrifies the audience — the draped jersey or chiffon evening gowns that no other designer in the world can match. She disputed one critic's conclusion that her spring collection was sexy. "That is not the image of this house," she said firmly. Madame Grès impatiently brushes off questions about what she has done in her 80-odd years. "I have no interest in the past. What is before me is what interests me. I am of the present."

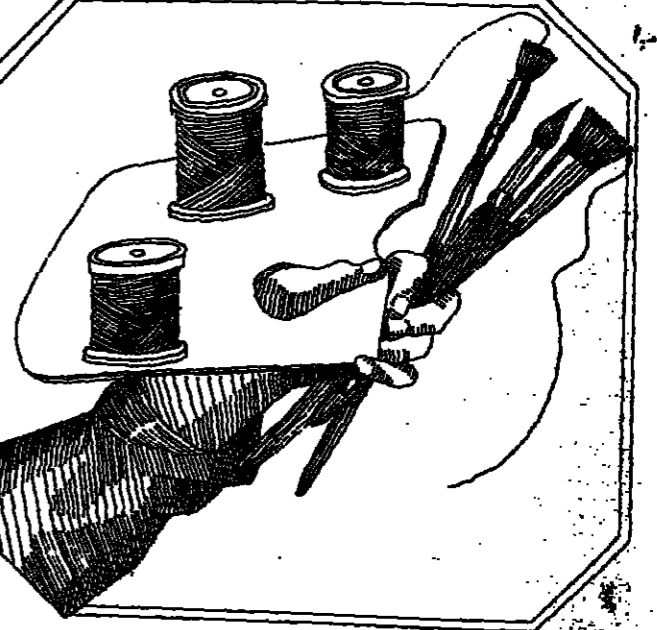
She so successfully avoids dwelling on her past that few in the fashion world are aware her real name is Germaine Barton. Her Parisian family, of Italian-German ancestry, according to some accounts, disapproved of her aim to be a sculptress. So she became a dressmaker's apprentice and learned how to sculpt with scissors and cloth. An instant success, she was hired in 1934 to design for a new fashion house on the Rue du Faubourg St. Honoré. She has said it was named Alix after her employer. She does not identify him further. The salon folded when World War II broke out.

She fled to southern France with her daughter, Anne; her husband was a Russian artist, Serge Cherekov, who signed his paintings "Grès." He went to Tahiti. She returned to Paris in 1942 and opened the salon where she works today, calling herself Alix Grès. Her husband still lives in Tahiti, but comes to Paris on visits.

A Call to Clotheshorses

Continued from page 7

in a mind-blowing amount of purples, thanks to Jini Hendrix and RIT dye in almost every American washing machine. Another, less antique movement that had colorful results was the Italian terrorist scare, during which the country's airports, banks, duomos and fashion fairs were heavily guarded by heavily uniformed military men. The Italian ready-to-wear collections produced during this period were rife with variations on the khaki theme. Moving into and through the 1980s, many people believe that London's homeless and jobless youth were the most recent color determiners. The punks with the cockatoo hairdos or cocktail coats opened up a whole new chunk on the fashion color wheel with shades including Bols turquoise and Astroturf green. Neon and fluorescent tones are also traced back to London street people. If color, then, does reflect the way in which people live, fight and don't work, it also reflects the ever-changing tastes of top ready-to-wear designers. Black and white used to be considered a bit matronly and arch until Claude Montana spewed it out all over the runway about 10 years ago. Baby pants were viewed as strictly lady until Thierry Mugler used them for sexy slinkers, candy suits and see-through evening dresses. And unless you were still a devotee of coffeehouses and poetry readings, black was a color you were only to the most member of life's occasions, until the Japanese designers sold stores-full of it about four years ago. In 1986, unqualified orange and fire-drill yellows (not histori-



cally considered flattering to most skin tones) are hip colors thanks to an up-and-coming French ready-to-wear designer named Adeline André. And thanks to one of the fashion industry's most controversial mavericks, Azzedine Alaïa, even go-for-broke chateaux might make it to the top of the color charts soon. There is, of course, no guarantee that some of these more adventurous shades will look any better on women than a pleasant face-powder pink, a subtle eggshell white or a jolly good red, but they are trendy. They are everything the shapes of clothes are not. As they have been chosen and pushed by the best designers in Europe, they are right.

Say what you will about the international scope of huge fashion organizations like the Wool Bureau and the Cotton Council (which protect and promote the quality and colors of their respective fabrics), but it is highly unlikely that these groups have the type of influence or nerve to, in-kind colors like scorched pumpkin or super-sensory pink on an unsuspecting public. Leave it to the designers. The same ones who gave us short skirts, tight skirts, full skirts, puffed skirts, pleated skirts, wrap-around skirts, bustled skirts, pants skirts.

MARLAN McEVROY is a Paris-based journalist who writes about fashion and style.

Market Done In seconds can switch jungle garb formal attire By Jean R. P. Street Cool Couture Ch Continued from page 10

The Business of Fashion

Marketing Magic, Done With Mirrors

In seconds, one can switch from jungle garb to formal attire.

By Jean Rafferty

PARIS — Push a button and you're dazzling in a white tulle ballgown. Push it again and there you are in a saucy little black dress. Once more? Wow. Madonna has nothing on you. No, you haven't died and gone to clothes heaven. You are simply standing in front of the Magic Mirror in what its French inventor calls the "fitting room of the future."

Jean-Claude Bourdier's electronic optical device can give a shopper the illusion of trying on an entire wardrobe in a fraction of the time it would take to drag all those garments on and off physically. "One can try on ten outfits in a minute," said Bourdier, 62.

The customer stands in front of the mirror and adjusts the image to his or her measurements by altering height and shoulder size on an illuminated screen. Then a clothes category is selected: evening, casual, office or sportswear, for example.

The shopper pushes the button and a realistic image of himself or herself, dressed in clothing variations on the chosen theme, flashes on and off the screen. It is startlingly true-to-life. The Japanese call the invention the "House of Alice," after the young lady who ventured through the looking glass.

Tryouts with three machines at L.S. Ayres department store in the American Middle West, using Lia Claiborne's ready-to-wear collection, appear to confirm Bourdier's claim that his brainchild is "revolutionizing merchandising," sales soared 769 percent over the previous year.

In Japan, about 100 "House of Alice" machines, 50 devoted to kimono collections, are in use. Based on a system of partially reflective angled mirrors, the Magic Mirror uses a computer-driven projector with specially photographed color slides. Each slide bears a garment and accessories, minus the model's head. In the measuring process, the projector moves hydraulically behind the mirrors to match the garment to the customer's body contour.

Bourdier's wife, Claude, who has organized French store promotions for many U.S. department stores, said that when President François Mitterrand's wife, Danielle, saw her-

self in the Magic Mirror, she confided, "This is the first time I've seen myself in pants." Anyone who has ever shopped with children can see the advantages of using the mirror on this opinionated, hard-to-please clientele. The main Printemps department store in Paris has just added the mirror to its children's department.

Two other versions are viewable in Paris at the Cité des Sciences et de l'Industrie museum at La Villette. In the Explora section, a Magic Mirror whisks men in seconds from "Parzani jungle garb to Gadhafi desertwear to impeccable formal attire, while women can sample Marilyn Monroe glamour or gangster moll-wear, or picture themselves as bag ladies. The mirror also presents normal clothing for adults as well as children.

In a fashion exhibition at the Cité des Sciences that closes Sunday, the Magic Mirror is the focus of Accent, a futuristic menswear merchandising system in which a customer can choose a model in the mirror and select a fabric. The mirror would relay the shopper's measurements to a factory computer that would laser-cut the clothing, which then would be sewn traditionally, the finished product being delivered to a shop within four days.

Bourdier got the idea for the mirror while riding the Paris Métro. "I was bored and started looking at how people and their clothes were reflected in the windows while the train was in the tunnel and the difference when it came into the lighted station," he recalled.

To others this might have remained a passing fancy, but Bourdier had the temperament and technical expertise to translate it into practical reality. As an industrial and advertising filmmaker, he excelled in the techniques of trick photography.

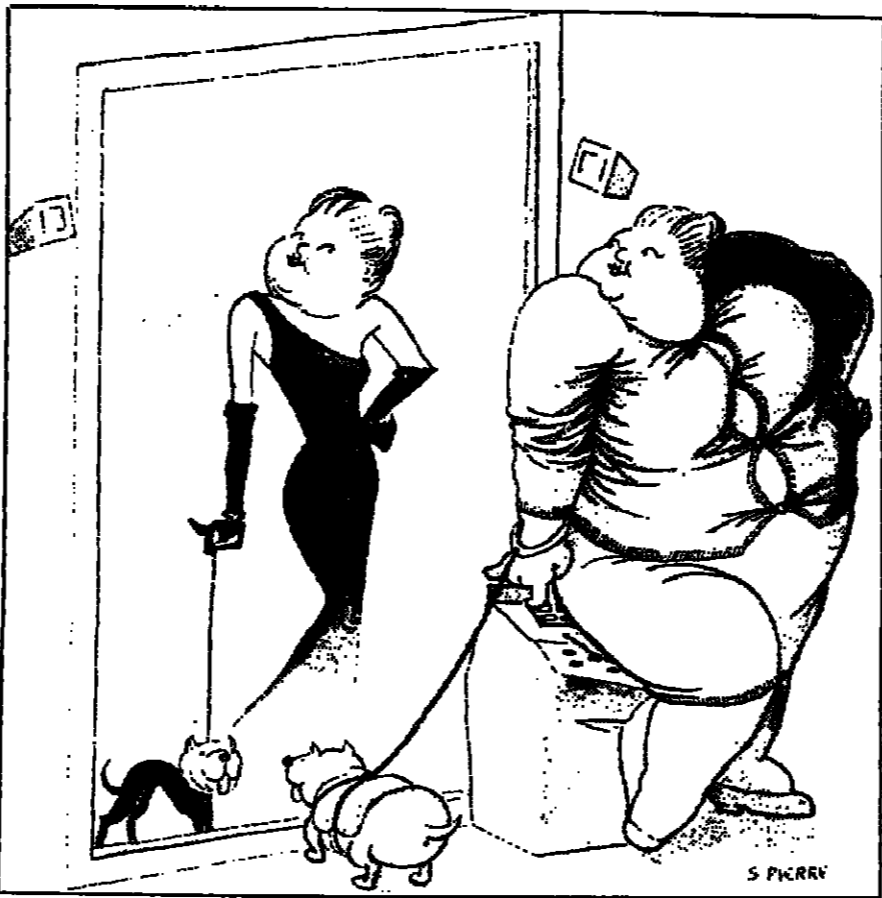
"I love the fantastic aspect of films," he said, "and I'd always specialized in mad, crazy ideas — the vacuum cleaner that flies, for instance, or the woman with the instant hairstyle. I exploited that knowledge and taste to construct a machine."

THOUGH he took out a patent on a first machine, which operated on a mechanical principle, in 1967, he abandoned the idea. Not until 1983 did he redesign the machine electronically and begin to develop Magic Mirror-2.

"The most difficult thing is not to find a good idea," he said, "but to find it at the right moment — not too soon or there will be no response to it, not too late or it will be someone else's. Today we already are talking about the year 2000. Things are already planned. People can now accept this mirror as a commercial shopping aid when before it would have been only a gimmick or a toy."

His wife added, "We had no idea if it would really sell clothes or not. When they told us it did, I had tears in my eyes."

Now with six worldwide patents (which cost 400,000 francs, or \$67,000, last year alone) covering clothes, cosmetics, hairstyles, haircoloring, eyeglasses and plastic surgery, Bourdier



Jean-Claude Bourdier

said his first and only invention had been like "winning the Loto."

The Japanese have proved the most enthusiastic and versatile proponents of the mirror. Japanese traveling salesmen work their areas with trucks fitted with the mirror and some sample clothes, and the device has also proved a boon to kimono rental firms.

"For the traditional ceremonies that entail wearing kimonos, the Japanese rent kimonos for the evening like Westerners rent tuxedos," Bourdier said. "These robes are expensive, usually silk, and very elaborate and impossible to put on by oneself. The mirror makes it possible to try on the entire collection in minutes." He said he was especially pleased with the

mirror's success in Japan. "It is my great pride to have managed to sell optical electronics to the Japanese," he said. "You have to get up very early and be very good." In fact, he added, Europeans often think the mirror "is a Japanese invention. They can't believe it's French."

Now Bourdier, who concedes that he is "comfortably off" from royalties on licenses he has granted in the United States, Canada, Britain, West Germany, France, Australia and Japan, has given up film work to concentrate on developing the mirror for other uses.

He recently signed a contract with a major U.S. cosmetics company for world rights to a mirror that simulates a makeup make-over. Along one wall of his apartment overlooking the Place des Vosges stand prototypes of a mirror destined for trying on eyeglasses.

"Trying on glasses in the mirror is perfect for those with complexes about wearing glasses," Bourdier said, "because you can go very fast to find something elegant. And it's like a game for children, to be funny or serious, look younger or older." The truly nearsighted can even keep their old glasses on, because the mirror's glasses are superimposed.

In another room is a prototype of a hairstyle mirror he is working on. In each case he aims to produce machines adaptable to the mass market, costing about \$5,000 each for the desk models to \$20,000 for a full-length clothes mirror.

When it comes to cosmetic surgery, he works in close collaboration with plastic surgeons. "I can produce any dream in clothes or coiffures," he said, "but in plastic surgery there is another obligation. One must show what is realistically possible."

A Wave of Acquisitions Is Changing the Face Of Cosmetics Industry

By Vivian Lewis

PARIS — In 1986, the great names of French perfume and cosmetics made news in a novel way. Not only did they launch glamorous-sounding products just as they had the year before, they acquired glamorous-sounding new ownership after an unprecedented series of takeovers.

As a result of this boom in acquisitions, many of which were international, the French perfume and cosmetics industry has been transformed.

The takeover wave was triggered by Shiseido of Japan, which, in March 1986, for \$5 million, acquired Carita of Paris, a maker of hair and skin products and makeup, from the Playtex subsidiary of Beatrice Foods of the United States. Shiseido, which owns a chain of hairdressers and cosmetics shops in Japan, also has acquired the Saint-Gilles salons in Paris.

Rinzo Onuki, general manager for Europe, said Shiseido wanted "to keep up with what is happening with hair gear and hair artists in France. We need to be up to date in trends because Japanese coiffure and cosmetics have a lot of respect for France."

What Japan pioneered, others copied. Zaninob of Montreal acquired Jacomo-Jean d'Arville, a maker of beauty products, and later in the year bought control of the perfume-cosmetics subsidiary of the couture house Pierre Balmain from Cobeqa, a Swiss-Belgian group, which had acquired it 18 months before from Revlon. Puig of Spain, which controlled the Paco Rabanne perfume subsidiary, then acquired Paco Rabanne couture as well.

The French, meanwhile, were buying foreign perfume houses. First, Parfums Jacques Bogart, a fast-growing garment and cosmetics company, which last year was listed on the Paris over-the-counter market by its owner, Jacques Kouckier, used some of the money thus raised to pay 47 million francs (\$7.9 million) to acquire the Balenciaga couture house from the West German chemical company Hoechst.

The biggest transaction occurred in the autumn, when Squibb Corp. of Princeton, New Jersey, made known that it had decided that, while its Charles of the Ritz perfume and cosmetics business was profitable, it was not as profitable as pharmaceuticals. Yves Saint Laurent International SA, with help from banks, the stock and bond markets and Carlo de Benedetti, chairman of Olivetti, paid Squibb \$630 million for the Charles of the Ritz Group.

YSL bought Charles of the Ritz chiefly to regain control of the Yves Saint Laurent perfume and cosmetic brand names, which are believed to account for about two-thirds of Charles of the Ritz sales. YSL said in late

February that it would sell most of the company's other lines, including Charles of the Ritz itself.

The large sums that perfumers and couturiers exchanged in takeovers last year are no surprise, given research and marketing costs for world-scale products.

Parfums Christian Dior, which belongs to the powerful Moët-Hennessy beverage company, spent \$10 million over the last two years to launch its new perfume, Poison, in France, and a further \$8 million in the United States. The Parfums Christian Dior slice of Moët had worldwide sales in 1986 of 1.863 billion francs.

The amounts exchanged were no surprise, given research and marketing costs.

Dior's market researchers are banking on the baby boom generation, which is developing its first wrinkles. Over the past seven years, Dior, which spends about 7 percent of its sales receipts on research, has been focusing on wrinkle creams.

Total domestic and export sales of French perfumery and cosmetics last year barely topped 28.4 billion francs, a growth of 4.6 percent. In 1985 sales grew by 12 percent and in 1984 by 18 percent, so growth is definitely slowing. The biggest drop came in export sales, which remained stagnant in 1986 after rising 15 percent in 1985 and 27 percent in 1984.

The French, who until recently accounted for 36 percent of the world cosmetics trade, mostly with luxury perfumes, are not used to price competition.

In 1986, as in 1985, prices rose an average of 10 percent at the luxury end of the market. Sales to the United States, where the price increases came on top of a 23-percent fall in the value of the dollar against the franc, were hard hit. In 1986, the number of units the French perfume and cosmetics industries sold in the United States fell to the levels of 1981.

VIVIAN LEWIS is a Paris-based financial journalist.

Street Cool, Couture Chic

Continued from page 7

The scene keeps broadening to make room for young designers. A large number of them who started showing a few seasons ago are making a stronger and stronger impact. Among them: Adeline André (ready-to-wear, chic couture of the '80s); Martine Sibon (a French vision of the Japanese); Yorke and Cole (charming, very young and gay); Prémontville et Dewarvin (the nut reinvited); Patrick Kelly (witty) and, especially, Marc Audebert.

Audibet is an experienced but, outside the industry, little-known designer who has quietly made his way up in a remarkably lonely way. He started 12 years ago at Cerruti's, where he spent five years.

As a free-lance stylist he has designed a number of collections with good commercial results, among them Madame Grès ready-to-wear, which was discontinued because of internal problems. He has also designed highly praised couture collections for André Lang in Rome as well as collections for the Spanish leather house Loewe. He now designs the Italian Toache line and Reizowa in Japan. Last season, he created a travel coat for Louis Vuitton.

All these provide a way for Audibet to finance his own collections, which he started four years ago single-handed. He is now being recognized for his use of the most advanced stretch fabrics. He starts from scratch, creating his fabrics, which are then made in France and Italy. Gantier, who is also experimenting with new fabrics, used them last season, Audibet said.

"I use these fabrics for comfort," he said, "just like Chanel rediscovered jersey." Behind this turbulent sea, there is a strong barrage represented by the well-established, well-organized and powerful couture designers whose ready-to-wear collections have proved a stabilizing element.

Ungaro, Chanel, Givenchy and Valentino (he shows his ready-to-wear in Paris) have cut out a substantial niche and built a strong international clientele. The house of Dior still has to find its way, but there are signs that under its new president, Bernard Arnault, things are going to improve.

As for the Yves Saint Laurent ready-to-wear collections, they are a question mark since the acquisition last season of the Saint Laurent-Rive Gauche empire by the industrialist Léon Clijman. His talent for turning companies around is well known, so brighter days may be ahead for Saint Laurent's boutiques.

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Charles Jourdan or the taming of the shoe of the shoe. For more than half a century, Charles Jourdan shoes have maintained a unique tradition of elegance and quality. In keeping with the styles of the '87 spring lines, the company has just launched a new collection full of pizzazz. Cut with stylish panache, Charles Jourdan's prêt-à-réver women's wear lines are resolutely modern. Moved towards the darker side of the palette, so have the Jourdan shoes. Most of the models currently for sale in the boutiques sport lots of black, navy and brown as well as khaki. As for the models in white leather, they are most popular as Spring approaches. When the first Charles Jourdan boutique opened in Paris on boulevard de la Madeleine in 1957, it was an overnight success. Today there are over 130 Charles Jourdan enclaves in the world. They grace such landmark shopping areas as via Monte Napoleone in Milan, Madison Avenue and Fifth Avenue's Trump Tower in New York and the Königsallee in Düsseldorf. In Paris, the Charles Jourdan boutiques are located in the capital's best-known shopping areas. Says Martine Michel, manager of the Charles Jourdan boutique on the Champs Elysees: "We have the perfect spot for window-shoppers and tourists. On the prestigious Jaurouy Saint-Honoré, just a block down from Hermès and Lanvin," boutique manager Didier Magnan agrees: "Our clientele is extremely chic and affluent," he says. "Foreigners are especially keen about our models. Two years ago we sold a lot to Americans. Today, with the drop of the dollar, it's mostly Japanese, Europeans and surprisingly South Americans. But all in all, the bulk of our clientele is French." Indeed, more and more French women have recently been buying Charles Jourdan shoes. And if the Parisienne is recognized around the world as the epitome of style, then the Charles Jourdan image has definitely benefited from this reputation. The most innovative Charles Jourdan venture in Paris opened last September in the fashionable area of Saint-Germain-des-Près. Located rue de Grenelle, right off the boulevard Raspail, this small boutique caters mostly to young style-conscious women. Run by a charming couple from the sunny Riviera, it is considered a fashion beacon and a good example of how the new Charles Jourdan styles are suited to today's dynamic and creative woman. Virginia Fields

WEEKEND

- The Brussels Opera
- Tarkovsky's 'Sacrifice'
- Cesar Domela Show

International Herald Tribune

CRITICS' CHOICE LONDON

Tracing Byzantine Art
 "From Byzantium to El Greco" at the Royal Academy of Arts brings together 70 icons from Greece, Greek church frescoes and panel paintings. Many of the icons have never left Greece before, and the early works by El Greco were only recently discovered. The show traces early Byzantine art and looks at how influences from East and West gradually altered that legacy. Until June 21.

Russian Traditionalist
 The Barbican is showing more than 200 paintings and illustrations by one of the Soviet Union's most popular contemporary artists, Ilya Glazunov. Now 56, Glazunov chooses traditional subjects and landscapes rather than Soviet social realism; he is also a portraitist, and another influence on his work has been war and its sufferings. Through April 20.

Macke Retrospective
 The Städtisches Kunstmuseum in Bonn is marking the 100th anniversary of the birth of August Macke with a retrospective exhibition comprising about 300 of the artist's oils, watercolors and drawings. Macke, who was killed at the age of 27 in the early days of World War I, is best known as a member of the Blue Rider group. The exhibition runs to May 10 in Bonn, then will be at Munich's Galerie im Lenbachhaus from May 27 to July 26.

Kupfer Stages 'Die Soldaten'
 Bernd Alois Zimmermann's "Die Soldaten," one of the major operas of postwar years, and one of the most complex to produce, enters the repertoire of the Stuttgart Opera March 22. It will be staged by Harry Kupfer and designed by Wolf Münzer, and Dennis Russell Davies conducts a cast headed by Nancy Shade as Marie.

Bejart Premiere
 Maurice Bejart's Ballet of the 20th Century opens a four-week run March 27 at the Théâtre National de Paris-Châtelet with a repertoire that includes the world premiere of Bejart's "Trois Etudes Pour Alexandre," starring Fernando Buñones. Other works include the French premiere of "Les Chaises," based on the Ionesco play, with Marcia Haydée and John Neumeier.

Looking at Women Painters
 Works by women painters are being shown by the Swiss Society of Women Painters in Zurich's Kunsthallen. They range from the 16th century with Sofonisba Anguissola, through the 17th century with Angelica Kauffman up to modern times with Käthe Kollwitz, Sonia Delaunay, Alice Bailey and Meret Oppenheim. The repatriation that began with Eleanor Tilt's publication "Our Hidden Heritage - Women Painters" in 1974 led art historian Angela Thomas Jankowski to search in Zurich city and museum collections. She found several unknown painters of the 18th and 19th centuries. Probably the most intriguing exhibit is the masterly self-portrait by Anna Waser, dated 1691. She was then 12 years old.

The Tribal Side of Manhood

Barry Levinson's new movie 'Tin Men' looks at men in packs, and shows that men will be men, or, perhaps, men will be boys



Men being men: Scenes from "Tin Men," left, and "Platoon"; above, Ernest Hemingway and trophy.

by Samuel G. Freedman

NEW YORK — Early in "Diner," his autobiographical first film, the writer-director Barry Levinson showed a booth full of Baltimore buddies arguing the relative merits of Frank Sinatra and Johnny Mathis songs as apodictic. Then he swung briefly to the other side of the restaurant, and a table of older men, all aluminum-siding salesmen. They told a story about coming the owner of a brick house into buying siding, disparaged lawyers for not making "an honest buck" and then virtually disappeared from the movie, for "Diner" belonged to the younger generation.

Now, with his new film "Tin Men," Levinson has returned to Baltimore and the Hilltop Diner to give the aluminum-siding salesmen their turn. From the plot conceit of a feud between two of them — Bill Babowsky (Richard Dreyfuss) and Ernest Tilley (Danny DeVito) — Levinson has built a full portrait of a subculture of competition, extravagance, wit and brutality.

And what Levinson says is that things are not so different on one side of the diner than the other: Men will be men, or, perhaps, men will be boys. In both "Diner" and "Tin Men," Levinson has penetrated what might be called the tribal side of manhood. "We do hang in packs," Levinson said. "We do it for security and at the same time it creates this isolation. It's quite a phenomenon."

Levinson's mixed emotions about the

male tribe in general and the tin men in particular lift his film above the conventional and self-congratulatory "buddy movie" — "The Sting" for instance — and into a realm of more introspective work. Since Ernest Hemingway and James T. Farrell early in this century, there have always been a few American writers who were fascinated by men in packs, and capable of forging high art from primitive raw material. If Nick Adams and Studs Lonigan stand as the forebears of Levinson's tin men and diner regulars, then the creations of David Mamet and David Rabe — soldiers, salesmen, sneak thieves and Hollywood hacks — qualify as their contemporaries.

"I'd always felt strongly about wanting to develop that other side of the diner and the characters of the tin men," said Levinson, now 44. "What was intriguing to me was that, when my friends and I were around 18, those salesmen were the ages of all of our fathers. And as opposed to being more conservative and more responsible, these guys seemed more like older editions of us. They were loose. They were flashy. They were flamboyant. They appeared to us, on the surface, to be fun-loving kinds of guys — a lot of pocket money and off to the race track."

That admiring image began to fade in 1982, when Levinson met some former tin men who worked as extras on "Diner." Back in California after the film was completed, Levinson enlisted an old friend in Baltimore, Chip Silverman, to do more research. Then he came back

East to interview several ex-tin men in depth. He heard not only the picaresque tales of "Abe the Kook" and "Jake the Fake," of afternoons betting on the ponies at Pimlico and evenings fleeing the cops in the suburbs, but the less enchanting stories of their home lives. And while the sales seams give "Tin Men" its gags, the domestic failures give the film its guts.

"The tin men never talked about their private lives, their wives or anything," Levinson said. "They liked to think of themselves as their own men, because they didn't punch a clock. But they really weren't — they had bosses. And I started to put it together. I found certain similarities with the guys in 'Diner,' the same problems in terms of women, the same kind of bravado in how they deal with each other. You think, 'Wait a second, they're supposed to be more grown up.' Then you realize that adolescent behavior isn't just for adolescents."

That should not necessarily surprise. American boys are socialized through group activities, from Little League baseball to the mock-secret societies so adeptly typified by the "He-Man Woman-Haters Club" of the Our Gang comedies. The adult variations — the military unit or the golfing foursome — simply reflect the youthful models. What is Bruce Springsteen's music if not the soundtrack to the restless teen-age cruising it so often depicts? What is Oliver Stone's "Platoon" if not a descendant of the World War II movies with their calculatingly diverse bomber crews? "Men in groups are everything in our

society," said David Rabe, who has explored the phenomenon in wartime settings in "Streamers" and amid the sexual jungles of Hollywood in "Hurryburly." "There's business. Arguments are men. Sports. Even the Iranian thing is a product of men in groups. There's something about verifying masculinity by proving yourself, finding your place in the world. It's a matter of toughness, taking punishment without crying. That's what it comes down to."

"In any given age, we tend to forget what has come before," Mamet said. "Until World War II, it was common to talk about women being more clannish — the hen parties, bridge games, cousins clubs. And just as society as a whole tended to talk about those hen parties almost scornfully, now it talks the same way about men hunting or bowling. Either one, men or women, is laughable if you want it to be. But each is valuable. You can have a group of women getting together over coffee in the morning to talk about inflation or their husbands' jobs. And it doesn't really matter what the text is. The subtext is that people want support and validation for their lives."

Mamet's observation applies almost as well to "Tin Men" as to his own plays and screenplays. The women in Levinson's film work in a Social Security office, celebrating birthdays with desk-top cakes and sharing intimacies behind the room dividers. The tin men swap stories of their favorite cons and teach newcomers the tricks of the trade.

But their fellowship turns out to be something less than fraternal. "Don't let anybody push you around, B.B.," a colleague tells Babowsky at one point. Later in the film, Tilley's boss turns him over to a commission investigating fraud by tin men, offering the master-of-fast explanations: "You're the low man on the totem pole. Tilley. There's a lot of guys earning a good living. No sense for all to go up in smoke. You understand, don't you, Tilley? It's just business." Stripped of his business license by the commission, Tilley complains, "Tell me, where's it written in the Constitution that says you can't hustle for money?"

That vision of a kill-or-be-killed universe seems bound to bring "Tin Men" comparisons to "Gleengary Glen Ross." In Mamet's play, the real-estate salesman framed the world in us-versus-them terms, stratified in large part by their definition of masculinity. "I swear, it's not a world of men," one salesman complains. "It's a world of men. It's a world of clock watchers, bureaucrats, officeholders." But when it comes to a sales contest with a Cadillac for the winner and a pink slip for the worst of the also-rans, the battle became us-against-us, with one salesman breaking into the boss's office to steal a list of prime "leads."

"In 'Gleengary,' you saw the men only at work," Levinson said, "and I was intrigued in not just dealing with the salesmen on the job, but in their personal lives. So it wasn't a case of struggling

Continued on page 15

Ready-to-Wear: The Silhouette Shrinks

by Hebe Dorsey

PARIS — After the first day of Paris ready-to-wear collections, one thing is sure: The silhouette has shrunk. Aggressive, macho shoulders are out, soft, draped shoulders are in. The belt is shown, and skirts flare out over bubble skirts, some of which come in stark contrasting white. Short is it, with minis reviving a strongly leggy look.

Kenzo, who opened the season, showed a pleasant collection, even if it was a bit all over the map. Once the live wire of Paris fashions, this designer has strangely like Yves part of his show was strangely like Yves Saint Laurent — notably the strict, classic suits under longer coats.

The collection, held under a huge tent decorated with a replica of the Place des Victoires (where he has his store) and complete with a statue of Louis XIV, was a clear attempt to recapture his early days. But this, attempt to recapture his early days. But this, attempt to recapture his early days. But this, attempt to recapture his early days.

Kenzo no longer has the influence he had in the past. He has settled for making nice, in the East, and even humorous young apprenticeship and even humorous young apprenticeship and even humorous young apprenticeship.

This unadventurous quiet and preppy on one a split personality: quiet and preppy on one a split personality: quiet and preppy on one a split personality.

Robbin Hood theme and a panther theme — the last quite pretty with panther prints coupled with stripes or polka dots. Kenzo has not lost his touch when it comes to mix and match. The mini was the star with dresses and suits cropped to mid-thigh and exploding with color such as orange, bright green, hot pink and sun yellow.

This collection had all of Kenzo's familiar trademarks: violently colored flower prints, which turned up constantly, including tight leotards, beautifully cut tweed coats and long peasant skirts, done this time out of chenille velvet or wool lace. The taffeta-and-white-fur snow princess, another constant in this collection, was a bit on the heavy side.

Kenzo is regarded as a Parisian as against Rei Kawakubo and Yohji Yamamoto who opened a whole new world for Japanese designers. They dominated the second day of showings with collections that keep being a stern lesson in style, a trip into the fashion unknown. All of it intellectually riveting and technically impressive, but if you're looking for a sense of humor, forget it. And although the East-meets-West gap is now almost bridged, the Japanese are still keeping their distance.

The diminutive, fragile Rei Kawakubo is really an iron butterfly, as her strongly military collection for Comme des Garçons demonstrated. Kawakubo feels that we live in a tough world where women should be strong and stand on their own two feet. Hence all

the khaki military suits and coats, the wide culottes and enough pants to more than hint as to whom now is wearing them.

Otherwise, here as at Yohji Yamamoto's, the shift from East to West was almost complete. The Japanese have well absorbed the Western sensibilities and abandoned their war-like fashion approach. The tone of their shows was completely changed.

At the Comme des Garçons show, models walked differently, one would say almost normally, to strains of Lili Marlene. The body, once drowned in black draperies, was seen clearly, if not aggressively, in tight jersey sheaths with obvious demerises and bosoms draped in prudish little shawls. Accessories have changed, too. Models wore pretty, small-heeled pumps instead of the big, black clunky shoes of seasons past. Black and navy, followed by gray, still dominated but there were soft, subdued colors as well — including chartreuse, maroon and a pretty shell pink, as well as Royal Air Force blue.

Wonderful fabrics, with a unique, slightly ruffled finish were still strictly Japanese. The asymmetrical, lopsided shapes and uneven hemlines were also part of the Japanese unorthodox fashion language.

Kawakubo's favorite coat was lopsided with the left side hanging loose while the right one was strongly belted. High waists were everywhere — on pants as well as skirts or high-waisted trumpet-shaped dresses. Black leather was new and looked as thick as rubber and just about as flattering. The suffragette ending, with all models in white

shirts and long black skirts, was like a remake of the 1931 film "Mädchen in Uniform."

Romeo Gigli, the new Milan star who is very close to Japanese subdued sensibility, loved this show. "We don't make the same dresses," he said. "But we design for the same woman. Young and modern."

A symbol of counter-culture fashion. Yohji Yamamoto went even further than Kawakubo in reconciling East and West. Most of his dignified and elegant clothes were perfectly understandable and almost classic. His opening of navy belted coats with flared skirts summed up the look that dominated this collection. Ruffled hems and pouf dresses were new and feminine. The usually somber color palette was brightened by a brilliant, frank red and several shades of cyclamen.

While skirts flared out, bodices were softly draped with theatrical collars folding like butterflies or springing out like wings. For the evening huge taffeta bows were put over otherwise strict navy dresses. Yamamoto also showed a few culottes and some pants equipped with flying panels.

Models danced down the runway on cool piano music. They sported neat, brushed-back hairdos, pale faces, strongly outlined eyebrows and a deadpan, I-have-nothing-to-hide expression.

Although the number of Japanese showing here has gone down considerably, there is no mistaking the important place they have in the increasingly international fashion landscape.



Comme des Garçons's tailored look, left; Yamamoto: East meets West

WEEKEND

How Fiction Takes On the Bomb

by Hans Koning

Nuclear war has been a subject of fiction since the late 1940s...



Andrei Tarkovsky, director of 'The Sacrifice.'

'Acts of Faith,' in which it is not clear whether the portents of war are real or exist only in the mind of the protagonist.

I am bringing up my own work here only because I claim that it helps me understand what Andrei Tarkovsky was doing in his recent and final film, 'The Sacrifice.'

But Tarkovsky has succeeded in such a complete way that I for one feel unable to rate his film in the way of the movie critic.

The film puts us in a house on a distant shore, in a lonely corner of a lonely country, Sweden.

In a book, play, or film about the "before," it makes no difference whether we are shown war breaking out or not.

I wrote such a "before" novel.

which way to save themselves from an unseen danger, stumbling over litter, circling bomb-out cars.

Stunning, fearful things happen through that night. But when morning comes and Alexander wakes up from a brief sleep, the light is back on his wife's face.

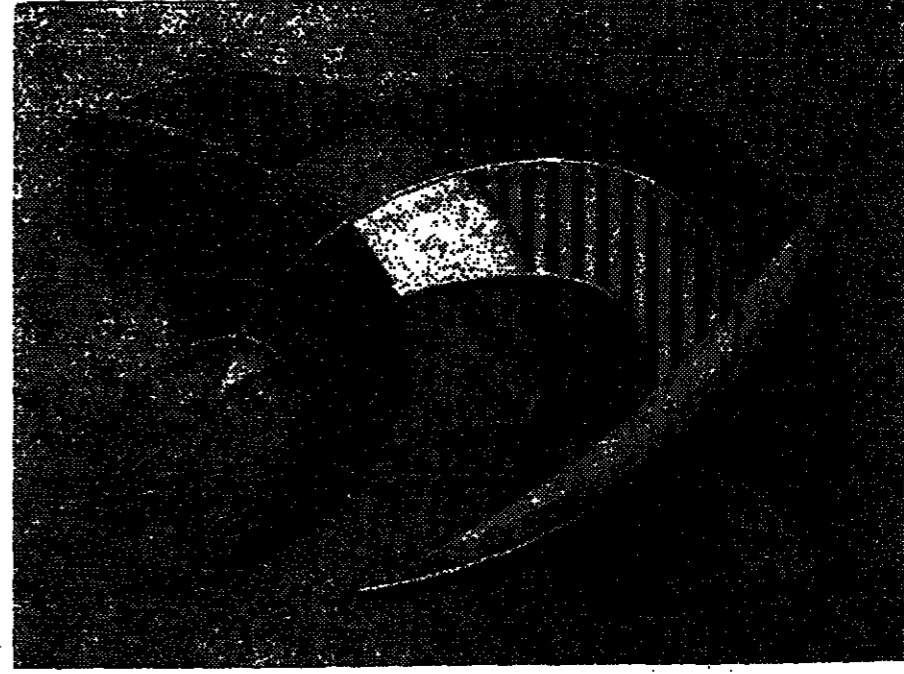
The studio-work-of-art did not make for relaxed living. Domela once picked up a pack of cigarettes, helped himself, and put it back on the table.

In the opening scene of the film this boy is silently planting a dead sapling while his father tells him about the benevolence of all regularly repeated efforts.

Hans Koning's 'Acts of Faith' will be published in the United States in January 1988 by Don Farrer/Holt.



Cesar Domela and, right, his 'Relief No. 47,' in painted wood, sculpted wood and steel.



The Lines and Circles of Domela

by Michael Gibson

PARIS — At 87, Cesar Domela is a tall, lean man with a shock of white hair and something very Dutch about his features.

Domela Nieuwenhuis, had been a leader of the Dutch Socialist movement, and when he died representatives of the movement invited Cesar, then 22, to succeed him.

But young Domela did not feel cut out to be a political leader and left to escape such a fate. He went to Switzerland and settled for a while in Ascona where he started painting.

Modern art was not discussed in his family. Painting, in his father's view, might have been more urgent to feed the workers.

His first paintings were landscapes, but from the outset they had an abstract quality and a sense of simplification.

The two became friends in Paris in 1924. Early on, Domela says, he felt the need to bring the straight line into his paintings.

The studio-work-of-art did not make for relaxed living. Domela once picked up a pack of cigarettes, helped himself, and put it back on the table.

And then there was the way he danced. "He was fond of jazz and when friends dropped in from Holland, we would go dancing in a place not far from his studio.

I could not fancy myself painting horizontal and vertical lines and squares or rectangles all my life

Domela moved to Berlin in 1927 and stayed for seven years. He left in 1933, his work classified as "degenerate art" by the Nazis.

Domela's work during the war and in 1943, "Esquisse, a gallery on the Ile de la Cité, organized a clandestine exhibition in which works by Domela were displayed beside others by Kandinsky and by Nicolas de Staël.

One day, the director called Domela: Would he please come immediately. It seemed that Gestapo agents had come by, looked attentively at the exhibition and announced that they would be back.

Cesar Domela, 65 Years of Abstraction: Musée d'Art Moderne de la Ville de Paris, 10 May 10; Musée de Grenoble, June 4-Sept. 2; Amsterdam in October.

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Mostly... David Stevens... 10... Teaching Me in 164

مكتبة الأنجلو

WEEKEND

Mostly Mozart, Mostly Brussels



The facade of the first Théâtre de la Monnaie in 1700.

by David Stevens

THE Parisian penchant for making fun of Brussels does not extend to the field of opera. For several seasons, operatic life in Paris has been enlivened by periodic visits of the Belgian National Opera, whose production of "Don Giovanni" is packing the Théâtre Musical de Paris-Châtelet for a half-dozen performances as the centerpiece of the Paris theater's current Mozart festival.

This "Don Giovanni," which dates from a couple of seasons ago, has become a kind of signature production for the Brussels company and a symbol of the highly organized, systematic and artistically ambitious approach that in the last six years has made the Théâtre Royal de la Monnaie, the company's home in Brussels, one of the most exciting operatic houses in Europe.

The man at the controls is Gerard Mortier, a 43-year-old native of Ghent who became director of the Monnaie in 1981 after having spent several years in the administration of major German opera houses. Under various titles he was in charge of artistic planning in theaters that perform almost daily for 10 or 11 months a year, notably from 1973 to 1979 in the right-hand man to Christoph von Dohnányi when the latter was intendant and music director in Frankfurt and then at the Hamburg State Opera.

He took over the Monnaie from Maurice Huisman, a veteran theater administrator who had admirably run the Monnaie for more than two decades. Huisman's shrewdest move was to induce Maurice Béjart in 1958 to make the Brussels theater the headquarters of his recently formed Ballet of the 20th Century. That made the Belgian capital a dance capital. On the operatic side the situation was more modest — not without its

highlights, but in general a kind of respectable provincialism. One of Mortier's first moves was to upgrade the orchestra, which up to then had labored under a deservedly grim reputation. It was strengthened in quality and increased to 96 musicians, and the chorus raised to a permanent force of 56. Sir John Pritchard and the young French conductor Sylvain Cambreling were made co-music directors, and the orchestra was given an extra-operatic identity in the form of a concert series; for the 1987-88 season, 21 concerts of 12 different programs are scheduled.

Cambreling, 39, whose career has blossomed rapidly in the last decade in all areas of the repertory, is now the music director; in the current Paris appearances, he again proved himself to be a sensitive and invigorating Mozartian, both in the pit for "Don Giovanni" and in a concert that included a beautifully shaped account of the "Posthorn" Serenade. The veteran Pritchard has stepped back to "permanent guest conductor," a title he shares with Hans Zender, while Dohnányi, Mortier's former boss in Frankfurt and Hamburg and now music director of the Cleveland Orchestra, is "artistic adviser" and the conductor of productions ranging from Lehar's "Merry Widow" last year to a Wagner "Ring" cycle scheduled to begin in 1990.

There have been physical renovations, too. The Monnaie has just reopened this season after major reconstruction, including a renovation of the stage machinery and the raising of the stage tower by four meters. The present theater, opened in 1856, is the third to be built on the site of the 17th-century mint (hence La Monnaie in French, De Munt in Dutch). It is an attractive house, but not a big one — the traditional semi-circular auditorium à l'italienne holds 1,160.

Some of the company policies are dictated by circumstances. All productions are in the original language — Verdi in Italian, Strauss in German, Janacek in Czech — more because of Belgium's intractable bilingualism than for artistic reasons. "I would very much like to give Janacek in a language the audience understands," Mortier says. "With 'Jenufa' next season, it is well enough known and easy to understand visually, so I think we can do without subtitles." But "From the House of the Dead," scheduled for 1990, depends much more on words than action, and Mortier concedes he will likely have to use the newly fashionable text projections.

Belgium is not a great producer of singers, nor does the Monnaie have the resources to compete in the star-singer market. The result is a concentration on ensemble theater and the stressing of theatrical values — particularly by hiring outstanding stage directors from both the lyric and spoken theater. Some of the directors engaged for next season are Peter Sicla for "Otello," Ruth Berghaus for Berg's "Lulu," Liliana Cavani for Strauss' "Elektra," Karl-Ernst Herrmann for Gluck's "Orfeo."

There is no permanent troupe of singers, but Mortier stresses that "ensemble is most important," which implies the frequent use of singers who are used to working together. It also means some creative scouting for talent, and a look at some recent cast lists makes it clear that Poland, not generally thought of as a great producer of voices, has been a rich source of it for Mortier. Barbara Madra and Joanna Kozłowska, the Elvira and Zerlina of the "Don Giovanni," are both products of the Poznan Conservatory.

There is one exception to the general absence of star singers. Belgium claims one great singer — the bass-baritone José Van Dam — and he has developed a symbiotic relationship with the Monnaie. Van Dam, a serious artist whose vocal powers are equal



Jose Van Dam, left, as Don Giovanni; Kolas Kovats, as commendatore.

to a wide range of roles, has a house where he can show that range — from Don Giovanni to Boris Godunov, Falstaff to the Flying Dutchman — without going far from home.

But the most striking feature of Mortier's regime has been the systematic, long-range building of the repertory. The most developed product of this approach so far has been the operas of Mozart, both the familiar — "Don Giovanni," "Così fan tutte," and the less well known — "Lucio Silla," "La Finta Giardiniera," Pritchard and Cambreling are solid Mozartian conductors, and the stagings have never been less than interesting, whether it is Herrmann's controversial and complex "Don Giovanni," Luc Bondy's poetic "Così" (which is being played in Brussels at the same time), or Patrice Chéreau's "Lucio Silla," which made stylized sense of a complex opera seria libretto.

The Mozart productions also have done much to carry the Monnaie's new reputation abroad — they have been seen at the Vienna Festival and the "Don Giovanni" is in the program of the Berlin Festival in September.

"Lucio Silla" was a co-production with La Scala and Chéreau's theater in the Paris suburb of Nanterre, and the "Così" was also seen there as well. (The traffic runs the other way, too, for Paris opera fans can buy a package that includes round-trip train fare to Brussels and a Sunday matinee ticket.)

Other areas of special emphasis have been the operas of Leoš Janacek and those of the so-called Second Vienna School and some of their contemporaries. This means not only Berg's "Wozzeck" (1983) and "Lulu" (next season) and Schoenberg's "Moses und Aroon" (in 1990 or later), but next year brings "Der Ferne Klang" by Franz Schreker, a Schoenberg contemporary whose music is only beginning to emerge from oblivion.

Mortier concedes no great love for the standard French repertory. "I don't like Massenet very much, and Gounod even less," he says. But he is contemplating a concert performance of Halévy's "La Juive" and long-range planning includes the massive "Les Troyens" of Berlioz. "I hope we can find a tenor for it," he adds.

'Tin Men'

Continued from page 13

with how to deal differently with the same subject."

Indeed, the greatest gulf in "Tin Men" is the one separating men from women. In the first few scenes of the movie, Tilley smashes into Babowsky's brand-new Cadillac, the two men brawl on the street and each vows retaliation. Over the next few days, Babowsky kicks out the headlights of Tilley's car and Tilley smashes the windows of Babowsky's auto. Then Babowsky sets out to seduce and steal Tilley's wife, Nora (Barbara Hershey), romancing her the same way he would a siding customer, and there Levinson picks up his larger themes. To Tilley and Babowsky, Nora exists primarily as an instrument for inflicting pain on the other. Even when Babowsky actually falls in love with her, and wants Tilley to accede to a divorce, the men settle the issue by shooting pool.

"The cruelty of their behavior is what's fascinating," Levinson said of his characters. "It is infuriating, but it is something that exists. Sometimes it is malicious, sometimes it is unintentional. In the case of Babowsky going to see Tilley about the divorce, he tries to discuss it at first, and then it slides into 'We'll resolve it with a game of pool.' It makes perfect sense to them. Nora has no part in it — at least to them. That kind of unawareness is the way they function."

Levinson mentions another scene. Nora tells Tilley, "If we went on a picnic, it would be fun." He responds, "What's fun about it? Ants get in the food, there's bees. I don't get it. We have to drive, it may be an hour to get there, then you sit in grass and eat. Why is that fun?" When Tilley suggests just eating in front of the television set, Nora walks out of the room, and Tilley is left wondering what he said wrong.

At the same time, Levinson recognizes that, in the age of the "sensitive man," the male writer who exposes these unpleasant truths often gets branded a sexist or misogynist. "You're criticized for believing in the things that you're just trying to illustrate," Levinson said. "I always felt that you sometimes learn more about the male-female relationship by not showing it, by not having the man and woman together on camera the whole time. You see how each group acts by itself."

He places his intimate observations within a larger and more unsettling context, too. The immediate changes in "Tin Men" are personified by the Maryland legislators investigating the aluminum siding business. But there is another, more cryptic metaphor in the form of the black Volkswagen beetle that periodically crosses the path of the tin men's sedans. What seems to be dying by the end of "Tin Men" — which is pointedly set in the summer of 1963, before the Kennedy assassination, the Vietnam War escalation, and the rise of modern feminism — is a brash, bullying spirit that Levinson evokes in Cadillacs and Sinatra songs, symbols of an America that was nothing if not macho.

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A Centennial Message from the International Herald Tribune

The Old Philadelphia Lady: A Letter Almost 19 Years Long

From Centigrade to Fahrenheit. TO THE EDITOR OF THE HERALD: — I am anxious to find out the way to figure the temperature from Centigrade to Fahrenheit and vice-versa. In other words, I want to know, whenever I see the temperature designated on Centigrade thermometer, how to find out what it would be on Fahrenheit's thermometer. "OLD PHILADELPHIA LADY." Paris, December 24, 1899.

And it did. In fact, it was not until seven months after Bennett's death on May 15, 1918, that the letter ended its run. (But even today, it reappears on particularly important occasions.)

What seems most likely is that Bennett himself was the unseen hand on the OPL's pen. His long-time aide, C. Imman Barnard, later reported that this was part of Bennett's personal campaign to convert the world to the use of Centigrade readings. Bennett did have a passion for the subject: Centigrade thermometers could be found throughout his various homes and apartments; they hung from the trees of his Riviera estate, and for awhile he even carried one around in his pocket. In fact, a drawing of a so-called "Young Philadelphia Lady" also made regular appearances in the Herald, wearing a Centigrade thermometer on her gown.

Bennett himself maintained an amused silence about the OPL, which only inspired further comment.

No question, the lady created quite a stir.

And almost every day, somewhere in the world, someone would read the letter for the first time and, out of pity, send the poor old dear a conversation method. A large file of answers began to accumulate.



YOUNG PHILADELPHIA LADY.

Reactions ranged from amusement to fury. Some exasperated readers threatened to quit the Herald if the letter continued to appear. Others, reading the paper only at intervals, were surprised that the OPL had written again; on the very same subject, they noted innocently, that they'd read about three years previously. One letter writer in 1912 may have

spoken for most readers, however, when he saluted the paper for the services it provided him and then acknowledged, however reluctantly, that "even the Old Philadelphia Lady makes us feel cozy."

Most of these long-ago responses have since been lost. But sure enough, when the OPL letter was rerun in 1980 to mark the opening of this newspaper's Asian edition, responses from helpful readers again began to flow in from all parts of the world.

If the eccentric Mr. Bennett didn't actually write the letter, his complicity in the affair is reasonably clear. A dedicated advocate of finding simpler and more efficient ways to do things, he was the first publisher in Europe to use the linotype for printing, motor vehicles for newspaper delivery and radio for news gathering. It is perfectly in character that he would be among the first Americans to prefer Centigrade thermometer readings.

How does one make the long-sought conversion? There's no one simple way. But one method is to multiply the Centigrade figure by 9, then divide by 5, then add 32 to the result. If the Centigrade reading is below 0, then simply omit the third step.

Were Bennett alive today, he probably would be delighted to find that the method he preferred is gaining ground. And he might well be warming up another long-run epistle. But on what subject might the Old Philadelphia Lady want help this time? Tell us. The replies we like best will be published. (But only once). There are modest prizes available. Box 1987, International Herald Tribune, 92200 Neuilly, France.

This is the seventh in a series of messages about the IHT which will appear throughout the Centennial year.

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TECHNOLOGY

Japanese Research Aims At New Computer Standard

By SUSAN CHIRA
 New York Times Service

TOKYO — Ken Sakamura, like many researchers before him, is trying to make computers as ubiquitous and easy to use as automobiles. What makes Mr. Sakamura's effort unusual is that his plan — a new standard architecture for computers — has been embraced by some of the biggest names in Japanese electronics.

Mr. Sakamura has dubbed his plan TRON (from the Japanese for real time operating nucleus) and has persuaded more than 50 Japanese companies to put aside rivalries and join forces with him to design a TRON operating system and TRON chips. The \$60 million effort could end Japanese reliance on U.S.-designed software and processors — although that could be many years away.

The project was prompted partly by inadequacies of U.S. chips in handling Japan's language.

"You can get into any kind of car and drive," said Mr. Sakamura, 35, an associate professor of information science at Tokyo University. "But you can't do that now with computers." If his ideas are adopted, he insists, any computer will eventually be able to use any kind of software.

But U.S. manufacturers have become more aggressive in defending their market. For example, Intel Corp. and Motorola Inc. have refused to sell the designs for their newest 32-bit microprocessors to Hitachi Ltd. and Fujitsu Ltd.

These tensions have heightened Japanese interest in the project, unveiled three years ago. Fujitsu and Hitachi have announced plans to develop their own 32-bit microprocessors — the first TRON chips. Matsushita Electric Industrial Co. and Mitsubishi Electric Corp. are also working on TRON chips, the prelude to TRON computers. The Sakamura research team has drawn up operating systems that communicate with each other.

Mr. Sakamura envisions several different types of TRON systems: ITRON for robots and machine tools, BTRON for workstations and personal computers and CTRON for large mainframes. NEC Corp. and Hitachi already sell software for ITRON.

MR. SAKAMURA, a fan of science fiction, says that in the future a computer will be an integral part of every desk. Changes in the day's agenda can be made easily with a few pen strokes. At the end of the day that computer will send a message to one's home computer to turn on the lights and start heating the dinner.

No one in the computer industry here wants to dismiss TRON, but analysts say it will take time before it is commercially viable. "At this point it's an idea with few prototypes," said John P. Stern, representative of the United States Electronic Industries Association. "But it behooves any company that wants to be a long-term force in the microprocessor market here to find out about the project and monitor it."

Overcoming U.S. competition will be tough, given the dominance of the MS-DOS operating system, developed by Microsoft Corp. and used by International Business Machines Corp. and makers of compatible hardware, and American Telephone & Telegraph Co.'s UNIX system. Both DOS and UNIX have many software programs available, while little has been developed so far for TRON.

Also TRON's 32-bit chip will enter the market more than a year after the U.S.-designed Intel 80386 and the Motorola 68020 chips. But analysts here said TRON could become the standard for Japanese industry, now plagued by competitive, incompatible systems.

Mr. Sakamura said TRON was prompted partly by the inadequacies of U.S. chips in handling the complicated Japanese language, which uses thousands of ideographs, the graphic symbols that portray things and ideas.

But he denied that the project was conceived to displace U.S. manufacturers. He said the TRON specifications would be available to any manufacturer contributing \$3,000 to his research.

CGE Issue May Total \$1 Billion

'Difficult' Talks Are Foreseen

By Axel Krause
 International Herald Tribune

PARIS — Bankers and government financial officials preparing the denationalization of Compagnie Générale d'Electricité in mid-May said Thursday that a new proposed share issue could generate 5 billion to 6 billion francs (\$820 million to \$985 million).

But, the sources emphasized, the proposal would become the center of "difficult" negotiations between the company, the banks and representatives of the Finance Ministry.

"We have not yet even met among ourselves," a senior banker said, "and there has been absolutely no commitment from the government on all the issues and terms of the denationalization." He said the issues included amounts that could be generated by the new share offering and the number and price of the shares that are to be offered for public sale.

"Telecommunications is a question mark hanging over CGE, particularly with regard to how that segment of their business will evolve in Europe," commented J. Paul Horne, an international economist with Smith Barney, Harris Upham & Co., a New York investment bank.

"It could prove difficult," he said, referring to CGE's current efforts to merge its telecommunications and cable business with that of IIT Corp. into a new company, Alcatel NV, established Dec. 30.

Some bankers and analysts have questioned whether Alcatel will attain its earnings goal for 1987. Company executives, who previously projected Alcatel's net income this year at about 2 percent of sales, or about \$270 million, said on Thursday they were sticking with their earlier estimates for both Alcatel's and CGE's 1986 earnings.

CGE's 1986 sales, including those of the IIT acquisition, rose to an estimated 130 billion francs from 78.5 billion francs in 1985, the company said.

Costs, Custom Outwit 'Smart Card'



A Paris clerk verifies a smart card on a 'certificator.'

Customers shy away from the card despite its versatility. Meanwhile, merchants and banks argue over who will pay for new terminals.

By Christopher Boian
 International Herald Tribune

PARIS — The so-called "smart card," once envisioned as a high-tech, low-cost answer to the increasingly complex problems of electronic banking, is still struggling to come into widespread use more than 12 years after its conception.

Although banks worldwide seem to be committed in principle to the card, analysts say, unforeseen expenses and disagreement over how to share the costs and the profits of the new technology have hampered efforts to extend the card's use.

Because consumers have resisted the card as unnecessarily confusing, "Banks are beginning to back away from technology," said Linda K.S. Moore, editor and publisher of Electronic

Banking Abroad, a Paris-based newsletter.

"Technologies once believed to be economical, such as replacing human bank tellers with ATMs," or automated teller machines, "are often proving to be a liability if people don't use them enough," she said.

The smart card, or "carte à mémoire," as it is referred to here, was invented in 1974 by a Frenchman, Roland Moreno. Unlike other plastic credit cards that store a small amount of encoded data on a magnetic stripe, the smart card employs an in-card microcomputer chip that is capable of recording and storing a relatively high amount of information.

But smart cards currently are twice as expensive to manufacture as the magnetic stripe cards issued by banks and credit insti-

U.K. Plan to Sell BP Stake Jolts Market, Labor

By Warren Getler
 International Herald Tribune

LONDON — The government's announcement that it would sell its remaining 31.7 percent stake in British Petroleum Co. in the coming fiscal year shook equity markets and brought criticism from the opposition about the timing of the revelation.

Norman Lamont, the Treasury's financial secretary, told Parliament late Wednesday that the transaction reflected the Conservative government's intent "to sell minority holdings in companies as and when circumstances permit."

When the announcement was made, the value of the sale would have been £4.8 billion (\$7.7 billion), but the announcement caused the value of the sale to drop £100 million. Based on BP's closing stock price Thursday, the sale would be valued at £4.7 billion.

The Treasury said Thursday in a statement that the likely proceeds from the sale were accounted for in Britain's 1987-88 budget, which was unveiled Tuesday.

The sale "makes no difference to the public-sector borrowing requirement" set in the budget, the statement said. "It has nothing to do with the future scope for tax cuts."

The Treasury said that payment for the BP shares would be received in several installments beginning in the 1987-88 fiscal year, which starts April 1. It did not specify a precise date for the initial share offering.

Neither Mr. Lamont nor the Treasury statement did mention its plan to sell its remaining stake in BP when the budget was unveiled Tuesday.

In his budget address, Chancellor of the Exchequer Nigel Lawson reaffirmed his commitment to raise £5 billion annually through the sale of government-owned assets over the next three fiscal years.

Previously announced denationalizations of government-owned

companies already were expected to yield the bulk of that amount during the 1987-88 fiscal year.

Neil Kinnock, leader of the opposition Labor Party, assailed the BP offering as "selling the family silver." He said that the sale would give the government room to promise further tax cuts to garner votes before a national election, which is likely to be held this year.

"They need to be able to show that there is another piggy bank available, another £5 billion to provide themselves with resources for a little bit more jam tomorrow," Mr. Kinnock said.

The 1987-88 budget already includes a £2.5 billion tax-relief package.

The announcement of the proposed BP sale, which came after the closing of both the London and New York stock exchanges Wednesday, jolted share prices in London on Thursday morning.

The Financial Times 100-share index, recovered later in the day, yet still closed 15 lower at 1,991.0. BP's shares closed at 817 pence, down 13 pence from Wednesday's close but up from a morning low of 802.

Britain has reduced its stake in BP, Europe's second-largest oil concern after Royal Dutch Shell, gradually over the years. It last sold a 7 percent stake for £565 million pounds in 1983.

Before the announcement, a further reduction in the government's BP stake was not expected to figure in a list of denationalization plans for the coming fiscal year.

Proceeds from the denationalization of Rolls-Royce Ltd., expected in May, will raise an estimated £1 billion, while the sale of the British airports authority is expected to return £800 million to government coffers.

The Treasury also is expected to receive £1.7 billion in June from the second tranche of payments for British Gas shares, floated in November, an estimated £400 million for the final installment on British Airways shares, floated earlier this year; and up to £150 million from the sale of Royal Ordnance, an arms manufacturer, to either British Aerospace PLC or the engineering group GKN PLC.

U.S. Income, Spending Jumped in February

Compiled by Our Staff From Dispatches

WASHINGTON — Personal income in the United States rose 0.9 percent in February, the biggest gain in 10 months, while consumer spending jumped 1.7 percent from January, the Commerce Department said Thursday.

The department said the February growth in consumption followed a bleak January in which personal spending fell by a record 2 percent.

Spending has swung dramatically in the past three months because of changes in the U.S. tax code. Beginning this year, sales taxes are no longer deductible from income tax, so many consumers bought large items such as automobiles in December, depressing the January figures.

Both increases far exceeded most economists' expectations. Some of the personal income gains stemmed from federal and military pay raises, while automobile sales accounted for most of February's increase in spending.

The 0.9 percent gain in personal income during February marks the best growth since the 1.2 percent registered last April, and follows a revised 0.2 percent increase in January. The department previously had reported no income growth that month.

Personal income rose \$32.4 billion to a seasonally adjusted annual rate of \$3.6 trillion. Some income growth was expected because the nation's payroll grew by a seasonally adjusted 337,000 workers in February and

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Currency Rates

Cross Rates	March 19
Australian \$	1.2775
Belgian franc	36.33
British pound	1.6428
Canadian \$	1.2775
DM	1.7562
French franc	6.5596
Italian lira	1.936
Japanese yen	163.87
Swiss franc	1.4833
West German mark	1.7562
Yen	163.87

Interest Rates

Eurocurrency Deposits	March 19
1 month	5 1/4 - 5 3/4
3 months	5 1/4 - 5 3/4
6 months	5 1/4 - 5 3/4
1 year	5 1/4 - 5 3/4

Asian Dollar Deposits

Key Money Rates Mar. 19	
United States	5 1/4
Discount rate	5 1/4
Call money	5 1/4
3-month T-bill	5 1/4
6-month T-bill	5 1/4
1-year T-bill	5 1/4

U.S. Money Market Funds

Gold	March 19
3-month bill	5.50
6-month bill	5.50
1-year bill	5.50

Joblessness in Britain Drops To 11.1%, Lowest Since 1971

The Associated Press

LONDON — Unemployment in Britain fell sharply in February to 11.1 percent, the Department of Employment said Thursday, marking the biggest decrease in the jobless total since 1971.

The figure of 11.1 percent of the work force, seasonally adjusted, was down sharply from 11.3 percent in January, and translated into 3,073,900 unemployed adults, 44,100 fewer than in January.

The employment secretary, Lord Young, said unemployment was falling faster in Britain than in any other Western country.

"We have now had falls for seven months in a row," he said. "In fact, since last July unemployment is nearly 150,000 down."

Prime Minister Margaret Thatcher is expected to call an early parliamentary election, and if the number of unemployed falls below three million she will be able to claim progress against one of the most persistent economic problems of her last eight years in office.

On an unadjusted basis, unemployment was 11.7 percent of the work force, down from 11.9 percent in January, and the number of jobs was 3,225,809.

John Prescott, unemployment spokesman of the opposition Labor Party, said the new figures were "a statistical conjuring trick" brought about by government programs to give temporary jobs to the unemployed.

Malcolm Bruce of the opposition Liberal Party said the government had made 19 changes in the way unemployment is calculated, and the statistics were suspect.

Source: Reuters. Rate of Tokyo, Comp. Group, Credit Lyonnais.

Source: Merrill Lynch, Pierce, Fenner & Smith.

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CURRENCY MARKETS

Dollar Mostly Lower Despite Support

Compiled by Our Staff From Dispatches

NEW YORK — The dollar was generally lower in quiet trading Thursday, but dealers said that technical and fundamental factors called for a slightly higher rate.

They said that the dollar remains in a relatively narrow range, making for unexciting trading. But the currency has found "solid support" at 1.8250 Deutsche marks, they said.

Some asserted that economic reports for February that show the U.S. is in better shape than West Germany and Japan, could support a rise to 1.90 DM.

The dollar fell in New York to 1.8335 DM from 1.8360 at Wednesday's close; to 151.425 yen from 151.855; at 6.1025 French francs from 6.1085, and to 1.5345 Swiss francs from 1.5365. The dollar edged up against the pound, which closed at \$1.5975, down from \$1.6075 Wednesday.

Earl Johnson, vice president at Harris Bank of Chicago, said the market would remain cautious before a meeting of finance officials of leading industrialized countries during an International Monetary Fund and World Bank conference this spring in Washington. It will be the first meeting of the

London Dollar Rates

Table with columns: Currencies, Bid, Ask, and Source: Reuters

1.8333 DM, down from 1.8365 Wednesday, and at 151.45 yen, down from 151.90. But it gained slightly against the pound, which ended at \$1.6038, down from \$1.6060.

The pound dipped earlier Thursday to under \$1.60, but recovered mainly on good demand resulting from bullish sentiment about the British economic and political outlook, dealers said.

Some European traders said that the recent stability could soon come to an end because participants were looking for excuses to generate some activity. "Politicians are very pleased with the current calm, but we need some volatility," one foreign exchange dealer said.

M-1 Rose \$500 Million In U.S. in Latest Week

NEW YORK — M-1, the narrowest measure of the U.S. money supply, rose \$500 million to a seasonally adjusted \$738.7 billion in the week ended March 9, the Federal Reserve said.

The previous week's M-1 level was revised to \$738.2 billion from \$738 billion, while the four-week moving average of M-1 rose to \$738.2 billion from \$737.2 billion. M-1 includes currency in circulation, traveler's checks and checking accounts.

28 Japan Banks Set Up Firm to Buy Latin Debt

New York Times Service

TOKYO — In a new approach to the deepening Third World debt crisis, a group of 28 Japanese banks announced Thursday that they had formed a company to buy the member banks' loans outstanding to Latin American countries.

The new venture, to be called JBA Investments Inc., is to be based in the Cayman Islands. Japan's Finance Ministry is expected to approve the venture. It will not, however, provide any money to the company.

According to a spokesman for Fuji Bank Ltd., which is acting as the coordinator for the consortium, JBA Investments will buy the debt from member banks at a discount, allowing the members to get some of the bad debt off their books and claim the loss against taxes.

Japanese newspapers have reported the discount probably would be 30 to 40 percent. Japanese banks' loans outstanding to developing countries totaled more than \$60 billion as of last September.

Worldwide Trading of Yen Bond Futures Is Coming Soon

Healthy growth of yen bond futures markets depends basically on substantial liquidity in cash yen bond markets overseas and on the yen becoming attractive to traders there, dealers said.

Yen cash bonds outstanding worldwide are at about 140,000 billion yen (\$521.9 billion), with most held in Japan, they said.

An agreement between the Chicago Board and the London exchange in early February on mutual settlements is expected to link U.S. Treasury bond futures trading in London and Chicago, enabling a continuous 12-hour session, bond managers in Tokyo said, adding the move was made with yen bond futures trading in mind.

The London exchange is preparing for an early listing of yen bond futures after receiving approval from Japan's Finance Ministry in December.

But futures markets will never take root unless they are backed by substantial liquidity in cash bond markets, dealers said.

Daily transactions in the London yen cash bond market now stand at 200 billion to 300 billion yen, but the amount of transactions by individuals is unknown, securities bond managers said.

Japanese corporations have been actively getting up their financing companies in London, suggesting they increasingly are engaging in not only fund raising, but management that Mr. Dezuika said.

The steep increase in the number of branches of Japanese securities houses in London and the growing numbers of U.S. and British bankers coming to Tokyo has helped the London market's growth, dealers said.

When approval is sought for a purchase, effectively raising the cost of each transaction.

The standardization of the card itself and of the software to accommodate it also presents problems.

Cards with a greater capacity for data storage have been introduced in recent years, and a smart card manufactured by the Japanese contains two microcomputer chips. There is no consensus among banks on which model would be used.

According to Ms. Moore, "The Japanese and the Americans go together on standardizing smart card technology," leaving the Europeans to follow suit.

"For anything new to happen in French banking," said Ms. Moore, at least two of the "Three Old Ladies" have to be in agreement on it. She was referring to Banque Nationale de Paris, Cofidis, L'Ypp and Societe Generale.

Another obstacle that has slowed the growth of smart-card technology is the reluctance of consumers to use the cards. In a 1982 experiment in Blois, France, 5,000 selected bank customers received smart cards that replaced their regular bank debit or credit cards. But fewer than 10 percent used the cards on a regular basis.

Another experiment conducted in the United States by MasterCard in 1985 showed better results but many of the same symptoms.

"Customers feel like they don't need any more confusion in their lives," Ms. Moore said.

SMART: Stodginess, Start-Up Costs Conspire Against High-Tech Credit Card

(Continued from first finance page) States will not need overhauling or replacement until then.

"The technology is there," Mr. Girardetti said, "and banks would like to see it used. But it is happening more slowly than expected and it's going to cost."

One significant advantage of smart cards is their security. In some models, the built-in computer chip self-destructs if the card is tampered with or used by an unauthorized person. But many banks say they are prepared to accept the financial losses that come with fraudulent use rather than under

take the huge expense of converting their systems for smart cards. Furthermore, banks and merchants in both Europe and the United States have not agreed on how the costs of purchasing, installing and servicing the new equipment would be shared.

"Merchants have been particularly skillful in negotiation and disputing the prices," said Mr. Girardetti, "which has stalled the card in some ways."

Transactions performed with smart cards instantly credit the merchant's account, banks say, sharply reducing the potential for fraud. Because merchants stand to profit from smart-card use, the banks argue, they should pay the new hardware and software.

Merchants appear unconvinced that the potential benefits justify the investment that the banks expect them to make now.

"At present we have a very se-

curity, very efficient system," said a spokeswoman for FNAC, a major French electronics and book retailer, "and it is up to the banks to show us how using the smart card will be worth our while."

Banks, eager to encourage the switch from paper to electronic money, are negotiating with some West European merchants on fee structures for smart cards that are below the 0.8 percent interbank fee, a level considered the breaking point for profitability.

Introducing technology that requires close cooperation between financial institutions, the telecommunications industry and governments also has required, delicate political maneuvering.

In France, for example, a clash between the banking industry and the Directorate Generale de Telecommunication, whose telephone lines would have to be used each time a smart-card transaction occurs, has snarled efforts to launch the card on a big scale.

Because of the security that smart-card technology offers, French banks decided that they could afford to increase smart-card holders' "floor rates," the maximum that can be spent with approval by the lowest-level computer in a hierarchy of computer switches. That leaves more telecommunication lines open for other transactions.

But DGT demanded a greater say in the number of switches and telecommunication routes used

Nigeria Currency Continues to Slip

LAGOS — Nigeria's naira recorded its third consecutive decline this month when it fell 2.5 percent against the dollar at Thursday's weekly foreign exchange auction.

The naira closed at 4,000.2 to the dollar against 3,999.9 last week, the central bank said. That represents a 62.5 percent devaluation since last September's introduction of the auction.

The effective rate for transactions during the next seven days, which includes a 0.5 percent central bank levy, was 4,020.3, down from 3,919.2 last week.

Financial Rand Moving Up BROKER: Boesky Shielded

JOHANNESBURG — The financial rand, widely viewed as a reflection of foreign investor confidence in South Africa, appears headed above 30 U.S. cents, dealers and economists said Thursday.

The currency has risen about 25 percent in the past three months to its current rate of 29.50 cents, partly because of signs of a possible power shift with the appearance of independent candidates in the whites-only election on May 6, they said.

It has risen 2 cents this week. "Another factor is that banks in London, where the main market is based, are going long in the currency because of a general feeling that it will rise in the future," one economist said.

Dealers described 30 cents as a psychological barrier that was expected to be broken soon.

The commercial rand was holding steady at about 48 cents, banking sources said.

A Barclays National Bank executive who asked not to be identified said: "The rise of the independents appears to be indicative of a potential shift of power in the National Party and has created a favorable sentiment overseas."

One dealer said growing business and investor interest from West Germany and Switzerland were behind the financial rand's rise.

Economists said foreigners were being attracted by South Africa's long-term government bonds and securities in partly government-owned companies, many with yields as high as 30 percent.

The financial rand was reintroduced in September 1985 to help end capital flight from the nation.

BROKER: Boesky Shielded

(Continued from Page 1) and adverse changes in share prices would force a broker to ask a customer to increase his margin payment.

The margin charge resulted from a transaction in which Mr. Jefferies caused Jefferies & Co. to buy shares at the request of a customer, with the expectation that the customer would be responsible for any losses on the stock. But the customer, who was not identified, did not put up any funds for the purchase.

Mr. Jefferies also consented to an administrative order barring him from the securities business for at least five years and agreed to place his 13 percent stake in the parent company, Jefferies Group Inc., in a voting trust during the period.

Thursday's OTC Prices NASDAQ prices as of 4 p.m. New York time. Via The Associated Press

Large table of stock market data including columns for 12 Month High/Low, Div. Yld., and various stock symbols like A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y, Z.

Large table of stock market data including columns for 12 Month High/Low, Div. Yld., and various stock symbols like A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y, Z.

BUSINESS ROUNDUP

BUSINESS PEOPLE

Rolls-Royce Profit Rose 48% in '86

By Warren Getler
International Herald Tribune
LONDON — Rolls-Royce PLC, the British jet engine maker...

company's backlog of orders at the end of the year totaled a record £3.1 billion and that prospects for 1987 were "encouraging."

Swissair Chooses U.S. Plane To Replace Aging DC-10s

ZURICH — Swissair said Thursday that it had chosen McDonnell Douglas Corp.'s MD-11 long-haul jets for the first stage of the replacement of its aging fleet of DC-10s.

Swatch Executive Adds International Time Post

By Arthur Higbee
International Herald Tribune
Jacques Imiger, already president of the Swatch U.S., SMH U.S. and Omega watch companies in the United States...

William Bratt Elected Head Of N.Y. Merc

NEW YORK — William R. Bratt has been elected to a two-year term as chairman of the New York Mercantile Exchange, which trades crude-oil and other energy futures contracts.

Audi Expects 50% Drop In '86 Profit

INGOLSTADT, West Germany — Audi AG, the West German automaker, expects to report a 50 percent drop in profit for 1986, the company's chairman, Wolfgang Habel, said Thursday.

American Express to Sell 13% of Shearson to Nippon Life

NEW YORK — American Express Co. has agreed tentatively to sell a minority stake in its Shearson Lehman Brothers Inc. unit to Nippon Life Insurance Co. of Japan for \$530 million, American Express said Thursday.

COMPANY NOTES

Deutscher-Benz AG rejected rumors that it was having currency difficulties as "absolute rubbish." Deutscher-Benz shares fell 25 Deutsche marks (\$19.05) Thursday in Frankfurt to a year's low of 861 DM on the rumors.

Texaco Requests New Texas Trial

HOUSTON — Texaco Inc. has asked a Texas appeals court for a new trial in its litigation with Pennzoil Co., arguing that Pennzoil did not fully comply with the court's order that reduced damages against Texaco.

Chemical Bank Home Loans

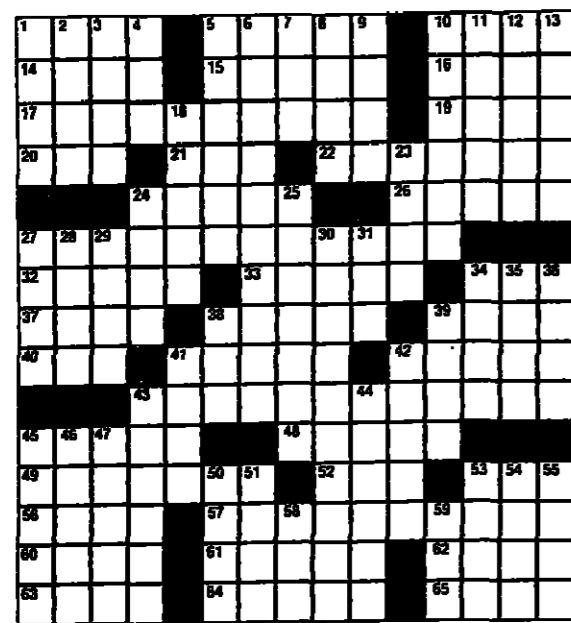
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Hypobank Finance N.V. Amsterdam, The Netherlands
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unconditionally and irrevocably guaranteed by
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Japan Synthetic Rubber Co., Ltd. Tokyo, Japan
DM 100 000 000.-
2 1/2% Bearer Bonds of 1987/1992 with Warrants
Unconditionally and irrevocably guaranteed by
The Industrial Bank of Japan, Limited
Tokyo, Japan



ACROSS

1 Start of a Milton quote re cafes?
5 Furnish
10 A certain crown
14 York or Murphy
15 Simon's "Piazz"
16 "...you noblest English"
17 Makes unclear
19 Something to pitch
20 Soak timber
21 A way to stand
22 I. Smith's "Fruit"
24 Sahib's sunshade
26 Rose oil
27 Quote: Part II
32 Petrarch's love
33 "The Rosary" composer
34 Blarney-stone kisser's gift
37 Icky stuff
38 Inverted V
39 Collapsed
40 Pitcher
41 Clemens, e.g.
42 Black or Valentine
43 Nomes
44 Quote: Part III

DOWN

1 Asgard dweller
2 "Pinafore" lass
3 W. German river
4 Pronoun
5 "Stalag 17" event
6 Set of four
7 Out, in Edam
8 Residents of
9 Gnat or rat
10 Eire staple
11 In re
12 Calcutta
13 Script direction
14 Bridge, in Bari
23 Actress Murie
24 Raced
25 Global apex
27 "...Ata, Soviet city
28 Secular
29 Certain
30 Comes to pass
31 Thurber was one
34 Celebration
35 Eden's earldom
36 Flex
38 Lone Eagle's monogram
39 Zeus and Jove
41 Gnu
42 Curl the lip
43 "...was a gardener..."
44 City ENE of Nantes
45 Footloose one
46 Expiate
47 Delt
50 Film dog
51 Thailand, once
52 Type of grape
54 N.J. borough
55 Redact
58 Evtan, e.g.
59 Turn left

PEANUTS



BLONDIE



BEETLE BAILEY



ANDY CAPP



WIZARD OF ID



REX MORGAN



GARFIELD



DENNIS THE MENACE



"I THINK THE BABYSITTER WENT HOME. I DON'T KNOW HOW SHE GOT UNLIT."

JUMBLE

THAT SCRAMBLED WORD GAME by Henri Arnold and Bob Lee

One letter these four Jumbles. One letter to each square, to form four ordinary words.

CHOPE

GATEA

AMMAND

LAGYAX

Now arrange the circled letters to form the words indicated by the above cartoon.

ANSW: "THAT'S"

Yesterday's Jumbles: AGONY ENACT BUCKLE NICELY
Answer: What her companions called that stupid hen — A BIG CLUCK

WEATHER

EUROPE	HIGH	LOW	ASIA	HIGH	LOW
Algeria	20	14	Bangkok	26	20
Amsterdam	14	10	Batavia	26	20
Antwerp	14	10	Bombay	26	20
Berlin	14	10	Calcutta	26	20
Birmingham	14	10	Colombo	26	20
Boston	14	10	Hankow	26	20
Buenos Aires	14	10	Hong Kong	26	20
Cardiff	14	10	Kobe	26	20
Chicago	14	10	Manila	26	20
Copenhagen	14	10	Medan	26	20
Dallas	14	10	Osaka	26	20
London	14	10	Seoul	26	20
Los Angeles	14	10	Singapore	26	20
Madrid	14	10	Taipei	26	20
Moscow	14	10	Tokyo	26	20
New York	14	10			
Paris	14	10			
Rio de Janeiro	14	10			
Sao Paulo	14	10			
Seattle	14	10			
Shanghai	14	10			
Singapore	14	10			
Sydney	14	10			
Taipei	14	10			
Tokyo	14	10			
Washington	14	10			
Yokohama	14	10			

World Stock Markets

Via Agence France-Press March 19
Closing prices in local currencies unless otherwise indicated.

Market	Index	Change
Amsterdam	457.80	+1.20
Bombay	1200.00	+15.00
London	2718.00	+12.00
Madras	1200.00	+15.00
Mumbai	1200.00	+15.00
Paris	10000.00	+50.00
Rangoon	1200.00	+15.00
Singapore	1200.00	+15.00
Tokyo	1200.00	+15.00

BOOK BRIEFS

ROBERT GRAVES: The Assault Harold 1895-1926, by Richard Percival Graves. Elizabeth Sifton Books-Viking, 40 West 23rd Street, New York, N.Y. 10010.

In recent years Robert Graves has enjoyed new popularity as a novelist (thanks largely, no doubt, to the television adaptation of "I, Claudius"), but his poetry, if its absence from the bookshelves is any guide, has fallen out of fashion. No matter — his time will come again. The best of his poems are magnificent, and almost all of them are alive and kicking.

This doesn't necessarily make him an ideal subject for a biography. He once wrote an admirable poem called "My Name and I," about the contrast between the identity imposed by society, the legal label fixed on at birth, and the inner self, "illegal and unknown." There is a gulf between them, and there is a gulf between the ascertainable facts of an artist's career and the private world in which his art takes shape.

We still want to read the lives of artists, even so, and Richard Percival Graves, the poet's nephew, is not the first biographer of Graves to take the field — a life by Martin Seymour-Smith appeared five years ago. But apart from disagreeing with many of Seymour-Smith's conclusions, Graves has undertaken a much fuller study, one that enjoys the advantages of intimate family knowledge and access to previously unexplored family papers.

Graves tells his story straightforwardly and unaffectedly; although there is no doubt a clever hand on Graves waiting to be written, it is hard to imagine one that enters into his spirit with keener sympathy or more intuitive understanding. (John Gross, NYT)

JOHNSON v. JOHNSON: By Barbara Goldsmith. Alfred A. Knopf, 201 East 50th Street, New York, N.Y. 10022.

In Barbara Goldsmith's reconstruction of the lives and litigation of the Johnson family — the billionaire baby-powder Johnsons, that is — two real-life personalities came forward who happen not to be the best characters in the story. The case unfolded last spring in Manhattan Surrogate's Court during a four-month trial that ended in a settlement.

The one sensible person is not a blood relative — Martin Richards, a theatrical producer, who is married to Mary Lea Johnson, the oldest daughter of the late J. Seward Johnson, Mr. Johnson was heir to the Johnson & Johnson pharmaceutical fortune. When Richards speaks for his wife and the other grown-ups, contesting their father's will, he sounds reasonable.

By contrast, the least pleasant person in Goldsmith's version is Nina S. Zagat, a lawyer who appeared to be in business for herself at the same time that she worked for one of those expensive New York law factories. According to the evidence that came out in court, she did things they could hardly have taught her at her alma mater, Yale Law School. Zagat was personal lawyer and co-ordinator of the will will the widow, Barbara (Becca) Pincus, who was hired as a chambermaid and became Johnson's third wife.

The most ironical line in the book reads: "Nina Zagat walked away with the booty prize, \$1.8 million." Instead of eventually gaining about \$30 million in executor and trustee fees, Zagat, who had written herself into the will while the Johnson patriarch was dying, wound up with that measly \$1.8 million.

Surprisingly, the book lacks an index, without one, it is less definitive. Stylistically, Goldsmith brings herself into the story and often allows her tape recorder to show. Nevertheless, "Johnson v. Johnson" — and lawyers v. lawyers — is a lively tale. (Herbert Mitgang, NYT)

THE GREAT WAR IN AFRICA, 1914-1918, by Byron Farwell. W. W. Norton & Co., 500 Fifth Avenue, New York, N.Y. 10110.

When the guns of August 1914 signaled the outbreak of World War I, it was naturally assumed that the war must engulf the African colonies — just why was less certain.

Many colonial administrators, however, cherished the hope that the colonies would avoid the fighting. German possessions, especially, foresaw that the Allied forces would eventually outnumber them. But that was not viewed as a deterrent by the German high command. Another worry, less openly expressed, was that a fight among whites could undermine colonial authority. As one general later wrote: "Everyone connected with the administration or colonisation believed that the tradition of inviolability of the white man must be maintained if a few hundred whites were to

Solution to Previous Puzzle

SHAD	YESLA	GALF
EIRE	OGIES	OLIO
ALMS	EARTHQUAKE	
LOATHING	CURSES	
GRIN	ECLAT	
GEORGE	HOISTED	
REYDE	CLAUS	ILE
ANDS	CHORD	IDOL
FRO	ROOST	AMAPA
TENSILE	SAMPLE	
TSARS	BOOB	
ACUMEN	TRAITORS	
SAC	ANDREAS	ERIE
STIR	ERIE	NENE
NOY	RENDS	TSKS

BRIDGE

By Alan Truscott

IN BRIDGE as in life, some have to work harder than others. The team which first had the North-South cards shown in the diagram had no trouble in five clubs when a diamond was led. South was able to take the free finesse of the queen and finesse the spade queen, losing eventually a heart trick and a trump trick.

In the replay, after the bidding shown, West found a safer opening lead, the spade dealer. South did not know, of course, that the heart layout was favorable for him so that a finesse of the jack would allow the time to score.

East's spade king was taken with the ace, and a club to the ace revealed the bad trump split. South led to the spade queen, ruffed a spade and returned to the trump queen to ruff his last spade.

East overruffed and tried the heart queen. South won with the ace, drew the missing trump and, with little hope, led a low heart. He was surprised and pleased to find that he had made the contract and earned a standoff on the deal, for if East won with the ten he would have to play a fatal diamond into dummy's ace-queen. In practice, West saw this coming and put up the heart king, but that was equally fatal.

	NORTH	EAST	SOUTH
♠	A 7 4	K 8 6	A Q 9 8
♥	K 8 6 5	A 10 9 8	A Q 7 6 5
♦	A Q 9 8	K 7 6 5	A J 10 9 8
♣	A 7 6 5	K 8 7 6 5	A J 10 9 8

Agler's

Transition

BA Standings

Eastern Conference

Atlantic Division

Central Division

Western Conference

Pacific Division

Northwest Division

Southwest Division

ABA Standings

Eastern Conference

Atlantic Division

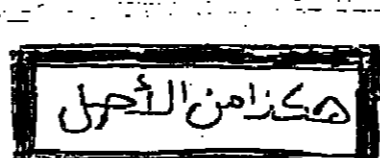
Central Division

Western Conference

Pacific Division

Northwest Division

Southwest Division

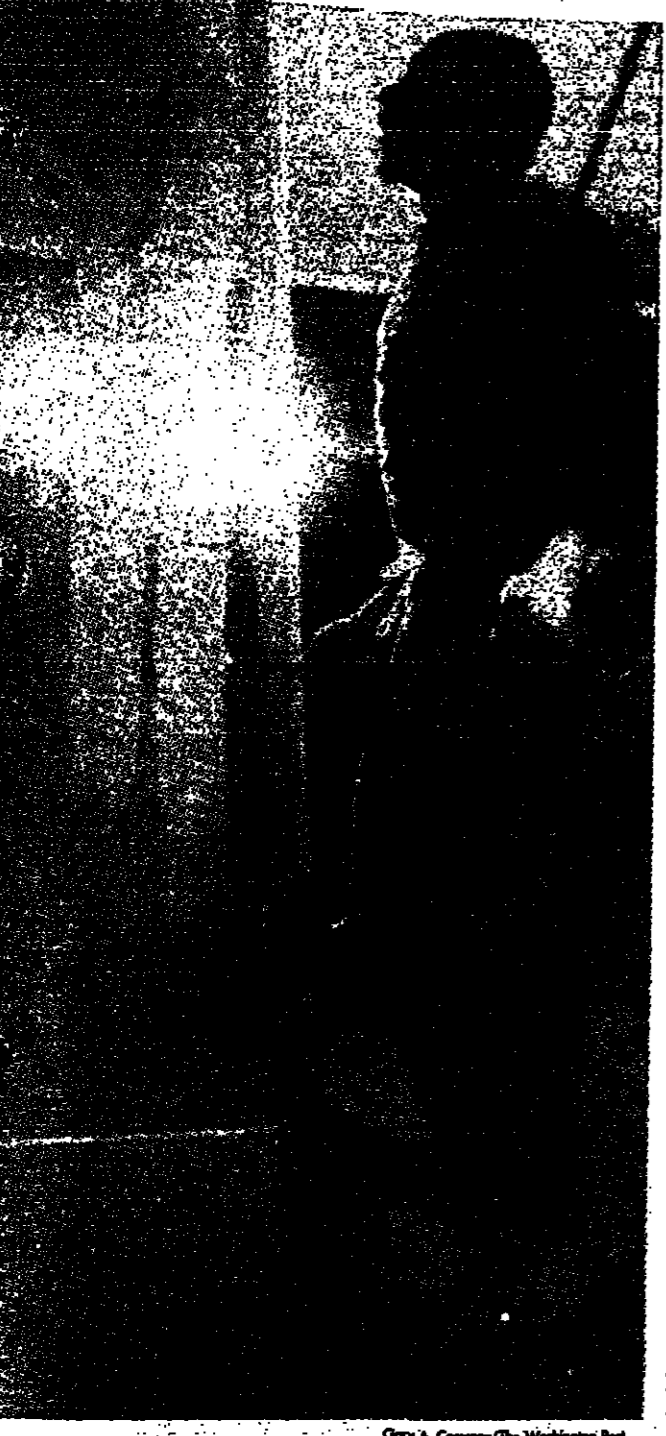


هكمان الأحمال

SPORTS

Hagler's Message: No Mercy

By Dave Anderson
New York Times Service
PALM SPRINGS, California — When it was time to spar, Marvin Hagler grabbed the jar of vaseline and smeared some on his face and neck. Most boxers let their trainers do that, tilting their heads as if they were getting a facial. But not the undisputed and unspoiled world middleweight champion.



Marvin Hagler skips rope in training for Leonard fight.

About 20 minutes later, after six rounds of sparring, Hagler's manager, Pat Petronelli, yanked off the headgear and the cap fell in a soggy heap. The manager towed the boxer, then he picked up the cap and wrung it out, the perspiration squirting onto the floor. Almost tenderly, he put the cap back in the champion's equipment bag.

"I don't know how old that hat is, a couple years at least," Petronelli was saying now as Hagler peppered the light bag. "He'll get a new one whenever this one rots off his head from the sweat. But it's got to rot. He loves that old hat. When he goes back to his room, he puts it out on the porch to dry so it's ready for his next workout. And if he forgets it, he'll say, 'Get my old hat.'"



Susan Butcher of Manley, Alaska, holds her lead dogs Mattie, left, and Granite after winning the Iditarod trail sled dog race for a second consecutive year.

Record-Breaking Musher
Susan Butcher of Manley, Alaska, holds her lead dogs Mattie, left, and Granite after winning the Iditarod trail sled dog race for a second consecutive year. Despite a broken runner on her sled, Butcher surpassed her own record, covering the 1,100 miles (1,780 kilometers) from Anchorage to Nome in 11 days, 2 hours, 5 minutes and 13 seconds. That was about 13 hours faster than her time last year.

On Defense, Georgetown's 5 Play Like 8

By Thomas Boswell
Washington Post Service
WASHINGTON — When Seton Hall prepares to play Georgetown in basketball, Coach P.J. Carlesimo puts eight men on defense to simulate the intensity and raw chemistry of the Hoyas' defensive attack.

Goalies make life bearable in hockey and soccer. Only in basketball is defense an afterthought. "It's amazing that more people don't understand," Thompson said this week. "If you ask 100 kids what position they play, I will bet you this bed I'm lying on that all 100 will tell you their offensive position."

"I ask that question of every player I recruit. If they say, 'Forward,' I say, 'On offense or defense?' They don't have an answer... Fathers always tell me, 'My son's 6-8 (2.05 meters) but he can play guard.' I say, 'That's wonderful. He can check Isiah Thomas on the perimeter? We need somebody like that.' That stops 'em."

To understand Thompson's passion for defense, you must understand he was a college all-America whose career was extinguished by a great defensive force — Bill Russell, the man who sent him to the Boston Celtics' bench.

"The whole Georgetown team makes me think of David Thordikill with the Celtics. They call him 'The Sheriff' because he'll handcuff you and lock you up. Soon as you see him, big old scar on his face, you just hope he doesn't stick his finger in your chest and say, 'I got him,'" says Tapscott.

These days, players don't mind if you "throw one down" with a dunk on their heads or "take their nose out" with a jump shot in their face. What they really fear is being "locked up" on offense.

"You have all that self-esteem and years of practice tied up in patting it and patting it in the hole. When somebody shuts you down," says Tapscott, "your buddies act real quiet, like somebody died: 'Say, man, have you lost your game?'"

Why is Georgetown's defense so good? How can a team with no top shot-blocker, no brute rebounder and no real knack for zone defense dismantle foes on the sole strength of man-to-man defense?

"I'm anticipating Leonard moving a lot, show-boating a lot," he said. "The only way to fight Hearnas was to jump on him from the opening bell, like I did. Hearnas is a dictator. So is Leonard. But if you jump on those guys, they back down a little. I want him to do what I want him to do, not what he wants to do. I like those pretty boys. I like to smash their face."

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John Thompson, the Georgetown coach, always has understood that defense is exactly half of basketball. Managers pray for pitchers. Coaches dream of linebackers.

"If he wasn't anywhere near as good as before," Hagler said. "It was like he was saying, 'I'm Sugar Ray Leonard and you ain't supposed to hit me — don't you know who I am?' He was rusty then and he'll be rusty now."

Several hours later, the perspiration wrung out of his old hat showed that the middleweight champion was training as hard as ever. He finished his workout with sit-ups in tune to a tape of the Montgomery Band singing, "Marvelous... Marvelous Marvin Hagler." Then he stepped into his blue satin sweatshirt.

"Thanks," he said to the 100 spectators in the tent. "Thanks for coming down."

Then the middleweight champion slung his equipment bag over his right shoulder and put on a new white baseball cap with two words on it. No mercy.

Magistrates set bail of \$250,000 and Piggott was released until further hearings May 7 on a \$125,000 surety bond posted by a fellow surety bond posted by a fellow trainer, Henry Coak, Piggott had been arrested in December. The alleged offenses began in 1973.

NFL Tightens Its Rule on Roughing The Passer

The Associated Press
KAANAPALI, Hawaii — Chicago Coach Mike Ditka, whose Bears won the 1986 Super Bowl in large measure because of their pass rush, is aware that the NFL's new limitations on pass rushers may hurt his team more than most.

"You spend your whole time trying to teach a guy to get to the quarterback and now you've got to change what's become a habit with them," Ditka said Thursday after the National Football League unanimously approved a new rule that will force pass rushers to pull up more quickly after a passer releases the ball.

"But there's no reason for violence against the quarterback," Ditka added. "We're in the entertainment business and the quarterback is the guy who the people want to see."

The new rule, which forces pass rushers to pull up after one step instead of the present two after the passer releases the ball, was one of several actions taken at the owners meeting in Hawaii.

Among them were these: Changing the scheduling format that gives fourth-place teams, who now play the same schedules as first-place teams in their divisions, an easier schedule. The measure takes effect in the 1988 season.

Defeating a move to change the overtime system by playing all games to a finish instead of ending them in the sixth or seventh minute. This change would have allowed each team to get the ball at least once in overtime.

The day also signaled the start of the posturing season after Jack Donlan, the owners' labor negotiator, briefed them on the coming negotiations. The owners then said they were adamant in their stand against free agency and guaranteed contracts.

But both Donlan and Gene Upshaw, the executive director of the NFL Players Association, suggested that early statements should not be taken as signs of unbridgeable differences.

SCOREBOARD

Basketball

NCAA Tournament Schedule
EAST REGIONAL: Semifinals: March 19 Florida, 20-16, vs. Syracuse, 20-4 North Carolina, 23-6, vs. Notre Dame, 24-7

NBA Standings

EASTERN CONFERENCE
Atlantic Division: Boston 48 30 727 - 21 Philadelphia 36 29 554 1716 Washington 34 30 361 118 New York 26 46 308 28

Hockey

NHL Standings

WALEY CONFERENCE
Patrick Division: Philadelphia 42 22 6 92 287 214 NY Islanders 30 30 72 247 248 NY Rangers 31 28 8 70 279 281

Transition

TEXAS CHRISTIAN — Jim Klingenschmitt, softball coach, retired.

Mets, Red Sox Forget Baseball, Play Baseball

New York Times Service
WINTER HAVEN, Florida — The baseball war between the Mets and the Boston Red Sox was canceled Wednesday when the chief combatants were diverted to peaceful pursuits.

Lester Piggott Freed On Bail in Tax Case

The Associated Press
NEWMARKET, England — Lester Piggott, the former champion jockey, was released on bail Thursday on charges of failing to report more than £3.75 million (\$6.02 million) income to tax authorities.

European Soccer

(Quarter-finals, Second Legs)
Anderlecht 2, Bayern Munich 2 (Bayern Munich advanced 7-2 on aggregate); Real Madrid 2, Real Saragossa 1 (Real Madrid advanced 4-1 on aggregate); FC Barcelona 2, FC Porto 1 (FC Barcelona advanced 3-1 on aggregate).

The Thinker Wins Gold Cup

The Associated Press
CHELTENHAM, England — The Thinker, ridden by Ridley Lamb, won the snow-delayed \$55,000 (\$88,000) Gold Cup on Thursday, overtaking Cybridian in the final 110 yards (100 meters).

In third place was Door Latch, while last year's Grand National steeplechase winner, West Tip, came home fourth. Forgive 'n Forget, the favorite and winner in 1985, never mounted a challenge to the leaders and trailed home down the field.

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